



ARMY PROCUREMENT FACT BOOK

**FOR
DEPUTY ASSISTANT SECRETARY
OF THE ARMY (PROCUREMENT)
AS OF SEPTEMBER 30, 2001**

“BUYING THE ARMY’S FUTURE”

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Principal Assistant Responsible for Contracting

AMC	ATTN: AMCRDA-A	5001 Eisenhower Avenue Alexandria, VA 22333-0001
AMC	ATTN: AMCRDA-AC (PARC)	5001 Eisenhower Avenue Alexandria, VA 22333-0001
AMCOM	ATTN: AMSAM-AC	Building 4488 Redstone Arsenal, AL 35898-5000
RMAC	ATTN: AMSSB-AC	4118 Susquehanna Avenue Aberdeen Proving Ground, MD 21005-3013
CECOM	ATTN: AMSEL-AC	Building 1208E Fort Monmouth, NJ 07703-5000
OSC	ATTN: AMSOS-CC	Building 350, 5th Floor, N Wing Rock Island, IL 61299-6000
TACOM	ATTN: AMSTA-AQ	Building 231 Warren, MI 48397-5000
DCC-W		5200 Army Pentagon Washington, DC 20310-5200
FORSCOM	ATTN: AFLG-PR	1777 Hardee Avenue, SW Fort McPherson, GA 30330-1062
ARCENT		1301 Anderson Way, SW Fort McPherson, GA 30330-1064
MEDCOM	ATTN: MCAA	2107 17th Street, Suite 69 Fort Sam Houston, TX 78234-6037

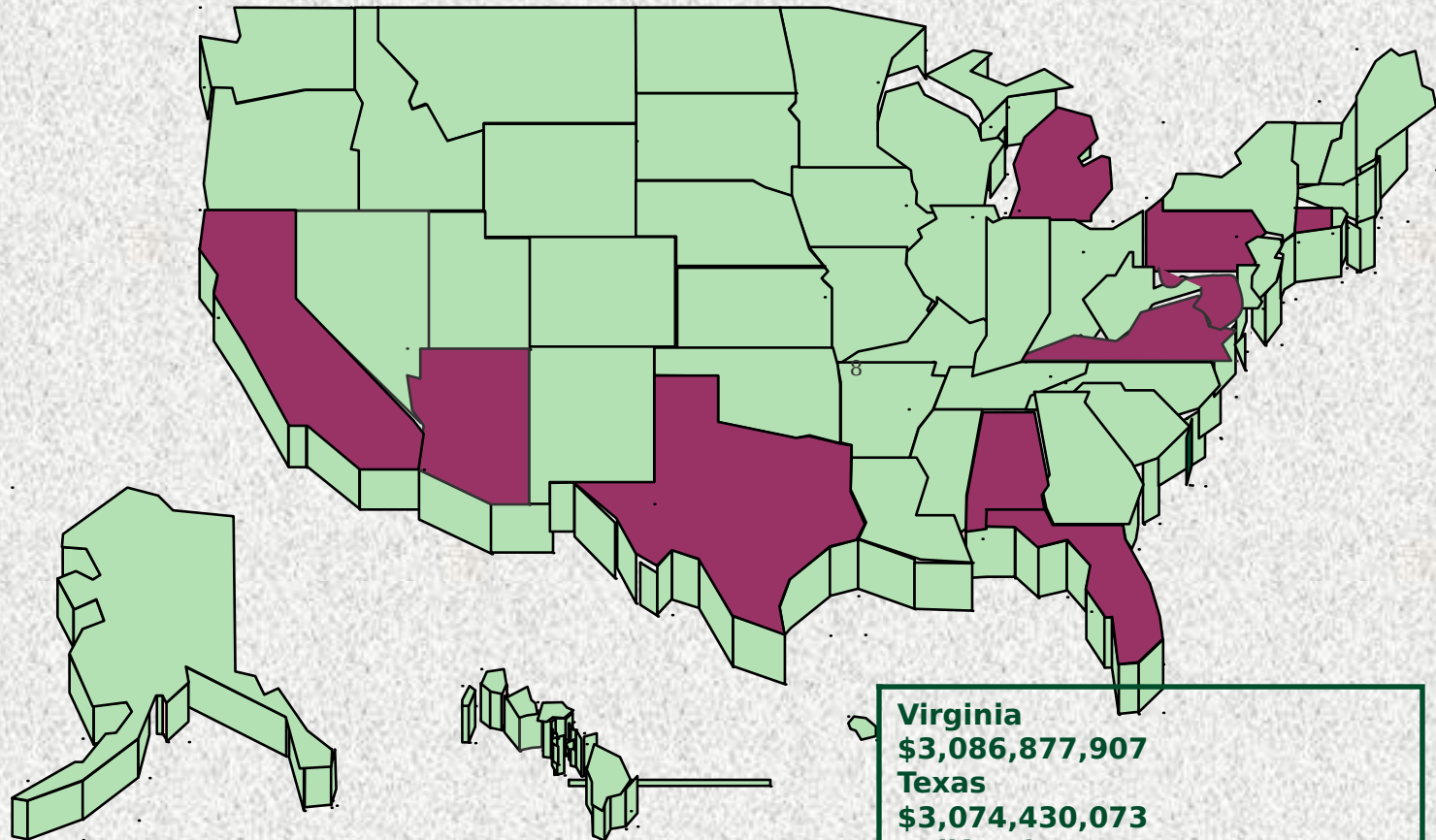
Principal Assistant Responsible for Contracting

INSCOM	ATTN: JAPC	8825 Beulah Street Fort Belvoir, VA 22060-5246
USAMRMC	ATTN: MCMR-AAZ-A	820 Chandler Street Fort Detrick, MD 21702-5014
MDW	ATTN: ANPC	9410 Jackson Loop, Suite 201 Fort Belvoir, VA 22060-5134
MTMC	ATTN: MTAQ	5611 Columbia Pike Falls Church, VA 22041-5050
SMDC	ATTN: SMDC-CM	P. O. Box 1500 Huntsville, AL 35807-3801
TRADOC	ATTN: ATBO-A	HQ TRADOC, DCSBOS 5 North Gate Rd, Building 5F, Room 306 Fort Monroe, VA 23651-1048
USAREUR	ATTN: AEAPR-PA (PARC)	Unit 29331 APO AE 09266
EUSA	ATTN: EAKC-CO	Unit 15237 APO AP 96205-0010
USARPAC	ATTN: APAM	B Street, Building T-115 Fort Shafter, HI 96858-5100
USARSO	ATTN: PARC	Building 218 Fort Buchanan, PR 00934

Principal Assistant Responsible for Contracting

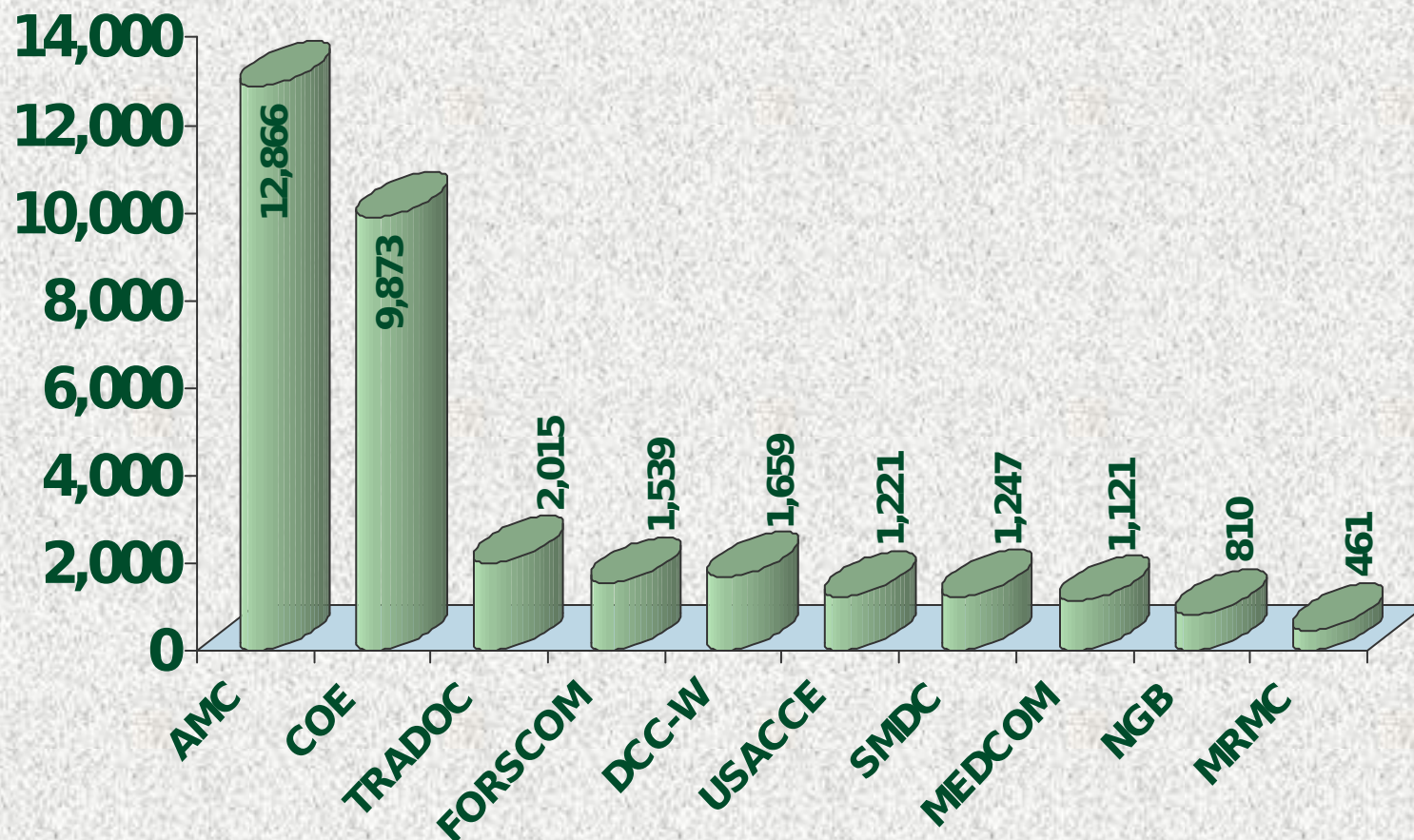
USACE	ATTN: CEPR-ZA	20 Massachusetts Ave., NW Washington, DC 20314-1000
NGB	ATTN: NGB-AQ	Suite 8300, Jefferson Plaza 1 1411 Jefferson Davis Highway Arlington, VA 22202-3231

Top Ten States by Contracting Dollars Awarded in FY01

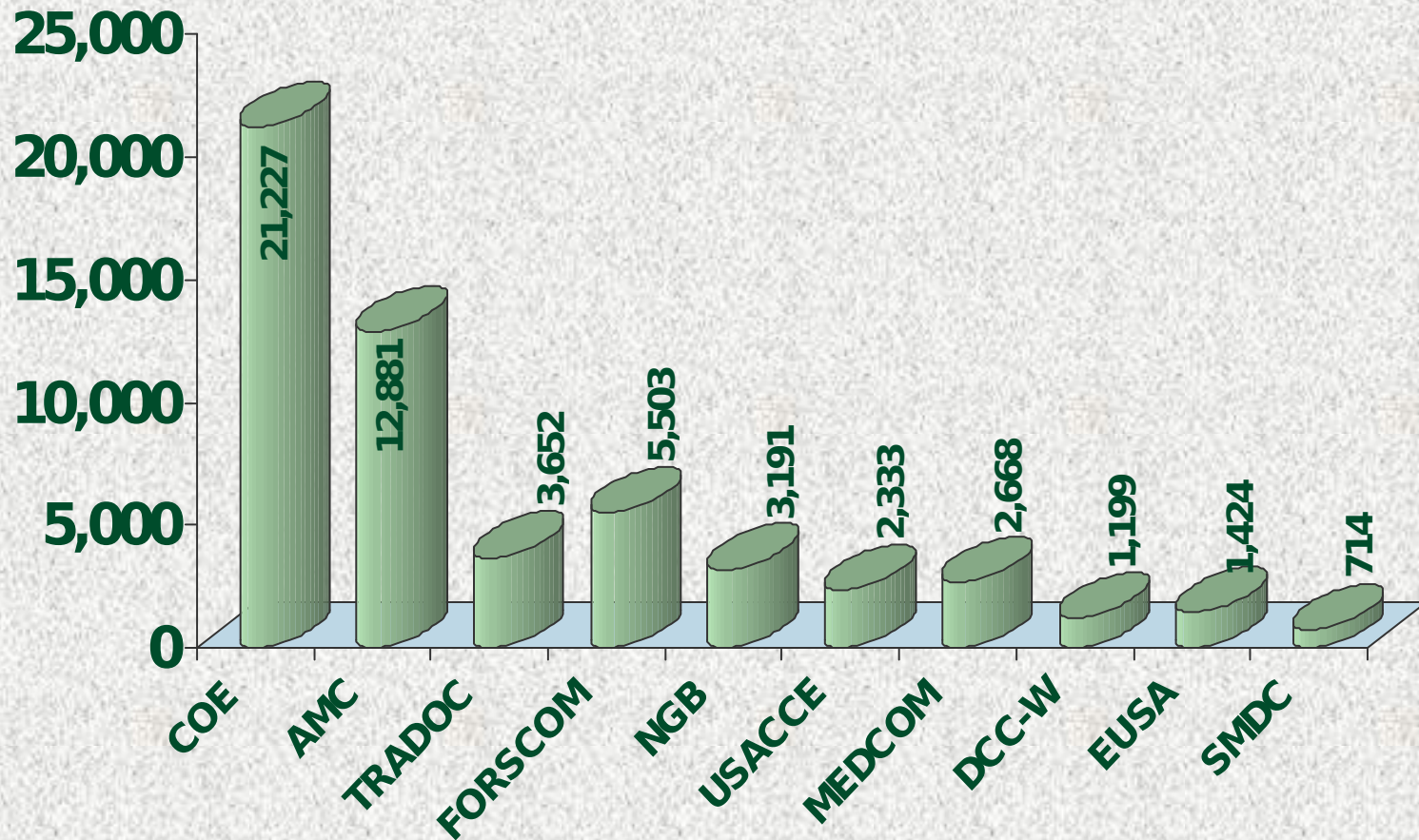


Virginia
\$3,086,877,907
Texas
\$3,074,430,073
California
\$3,057,610,372
Pennsylvania
\$2,077,299,995
Arizona
\$1,973,037,990
Massachusetts
\$1,883,034,841
Michigan

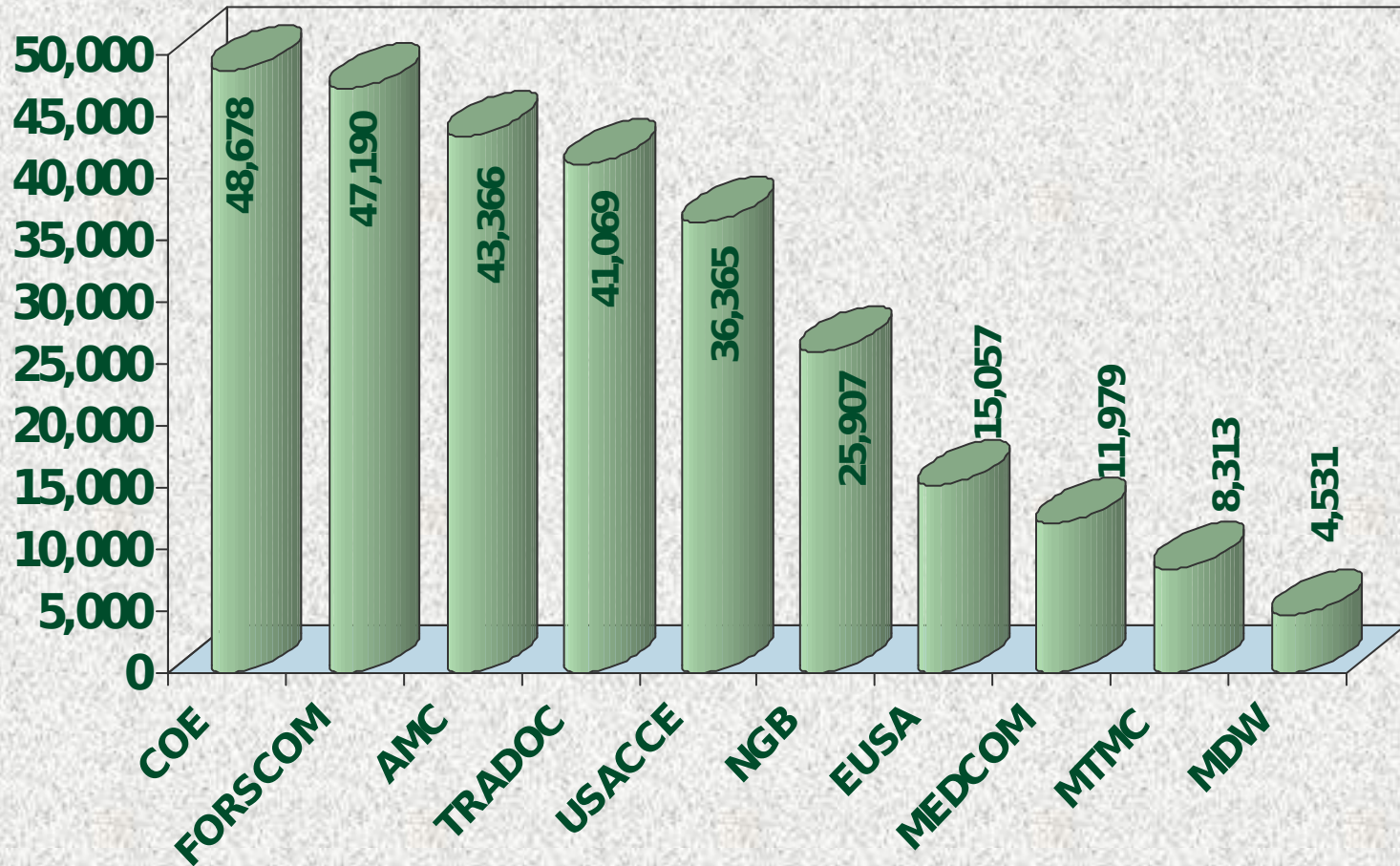
Top Ten MACOM's Contracting Actions Over \$100K (FY01)



Top Ten MACOM's Contracting Actions \$25K to \$100K (FY01)

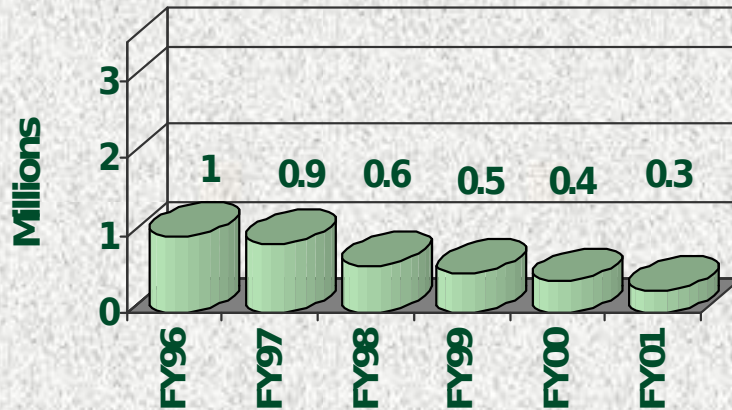


Top Ten MACOMs Contracting Actions \$0 to \$25K (FY01)

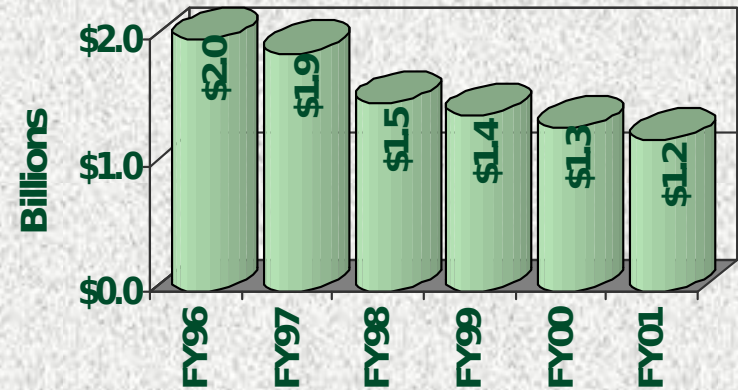


Army Contracting Actions & Awards

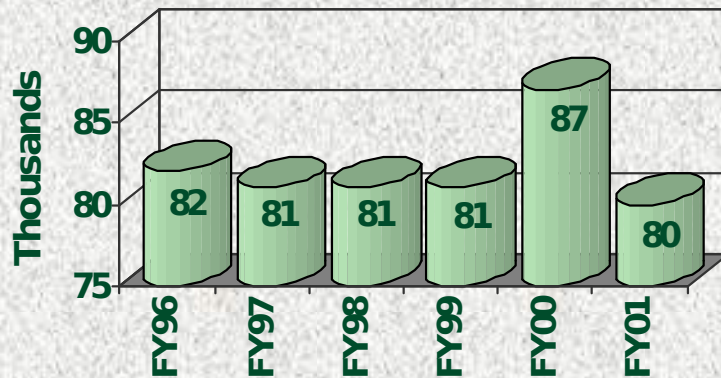
Total Contract Actions \$25K or Less



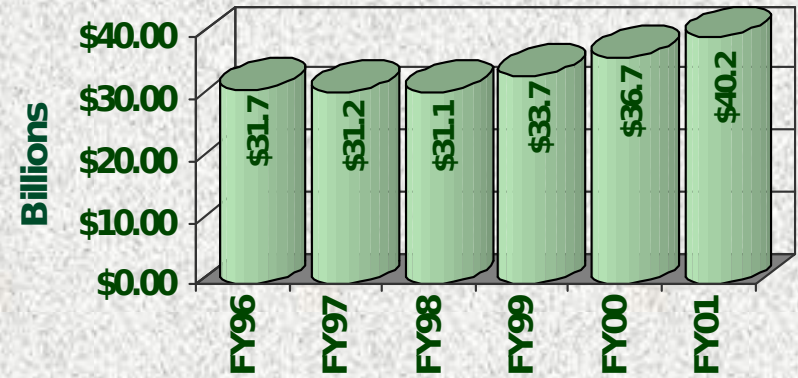
Total Dollar Value \$25K or Less



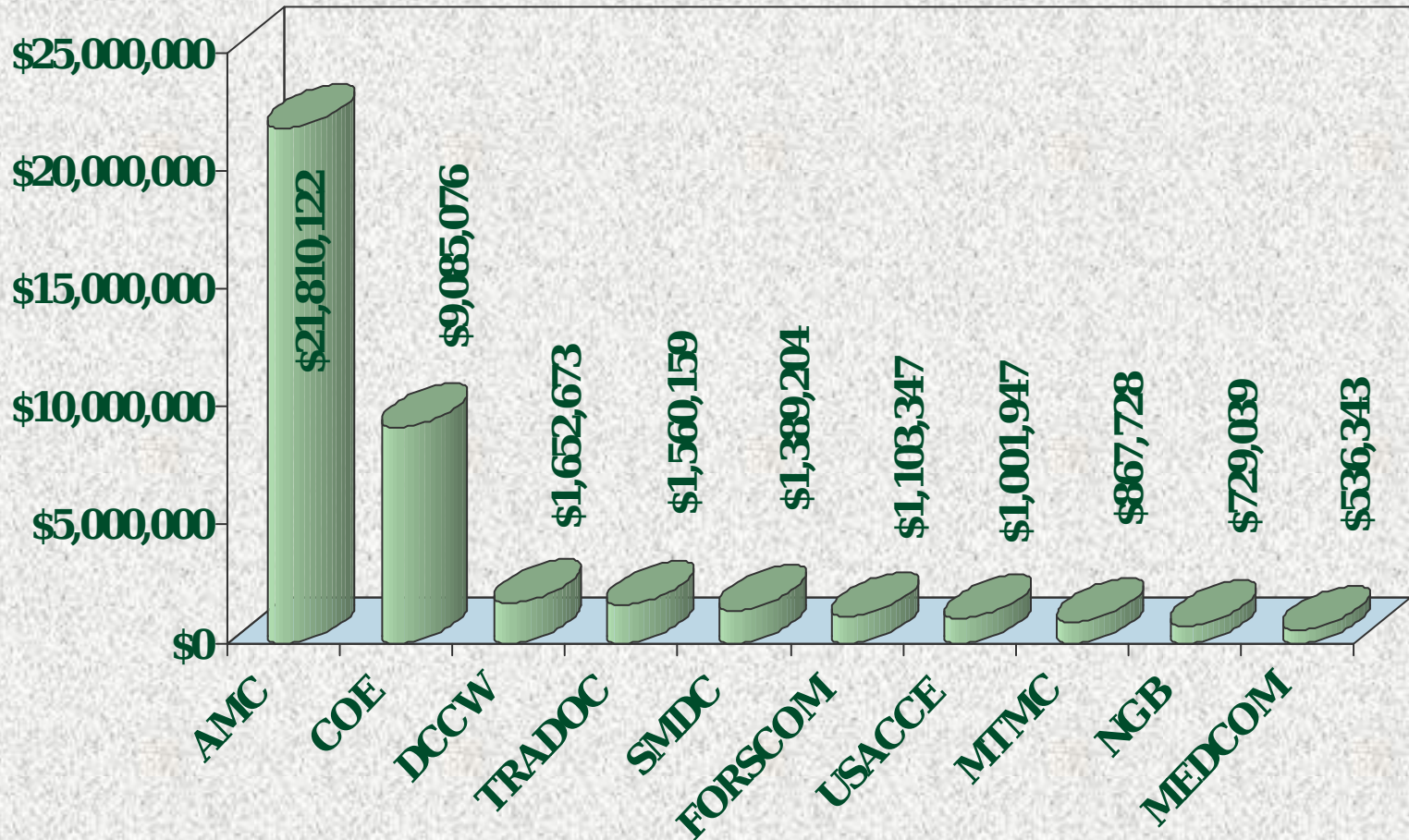
Total Contract Actions Over \$25K



Total Dollar Value Over \$25K

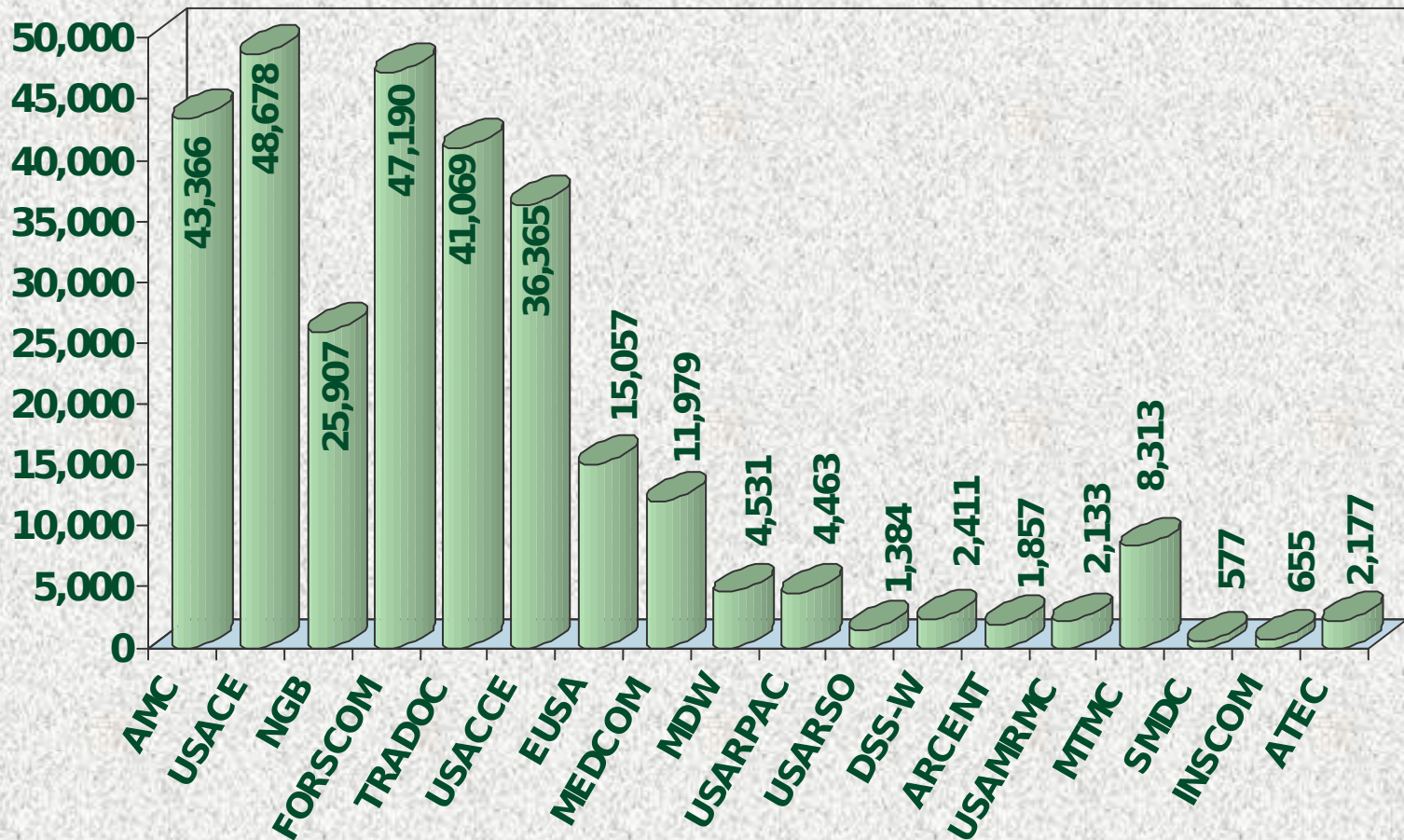


Top Ten MACOM's Dollars Awarded

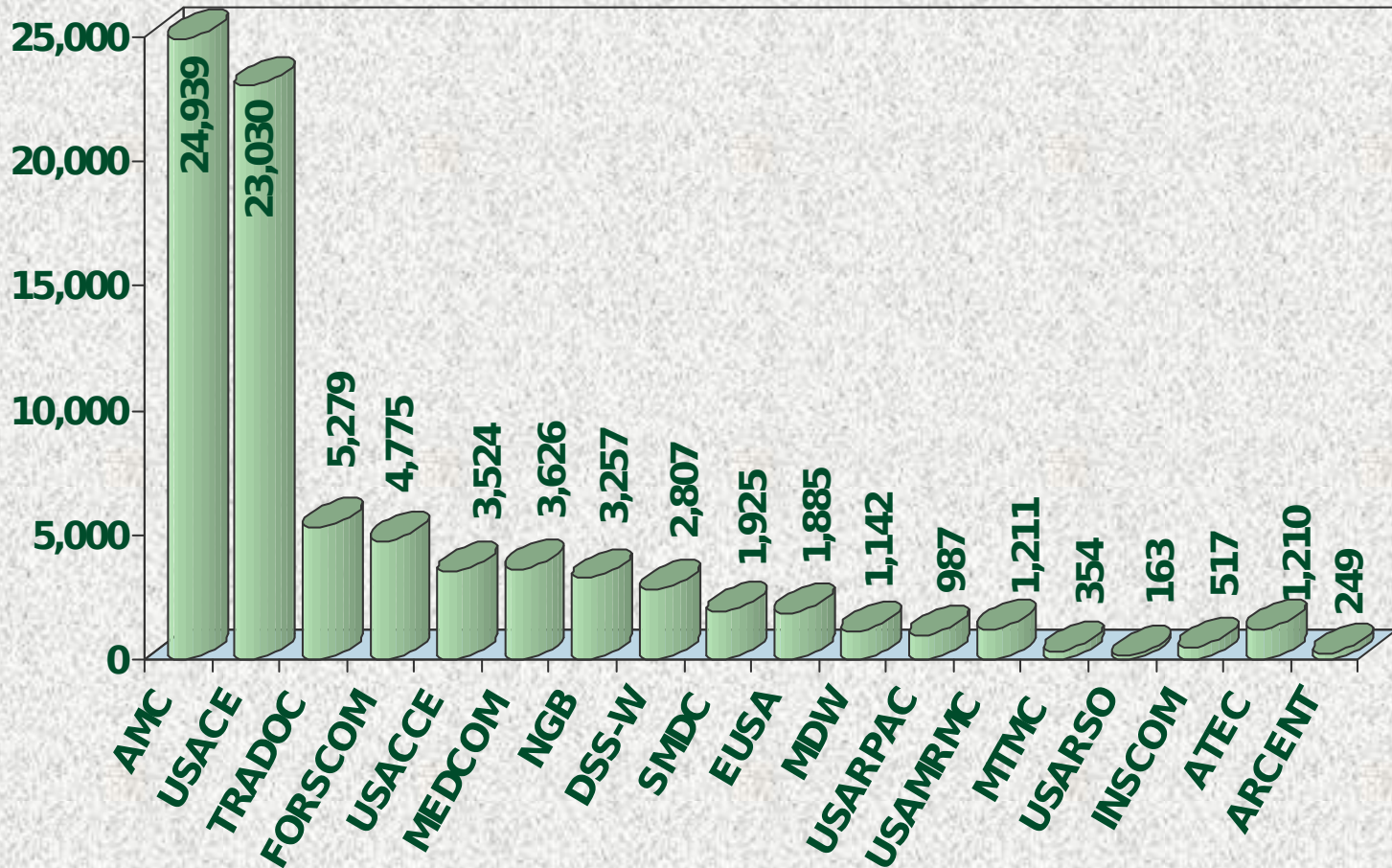


Note: Dollar Value In
Thousands

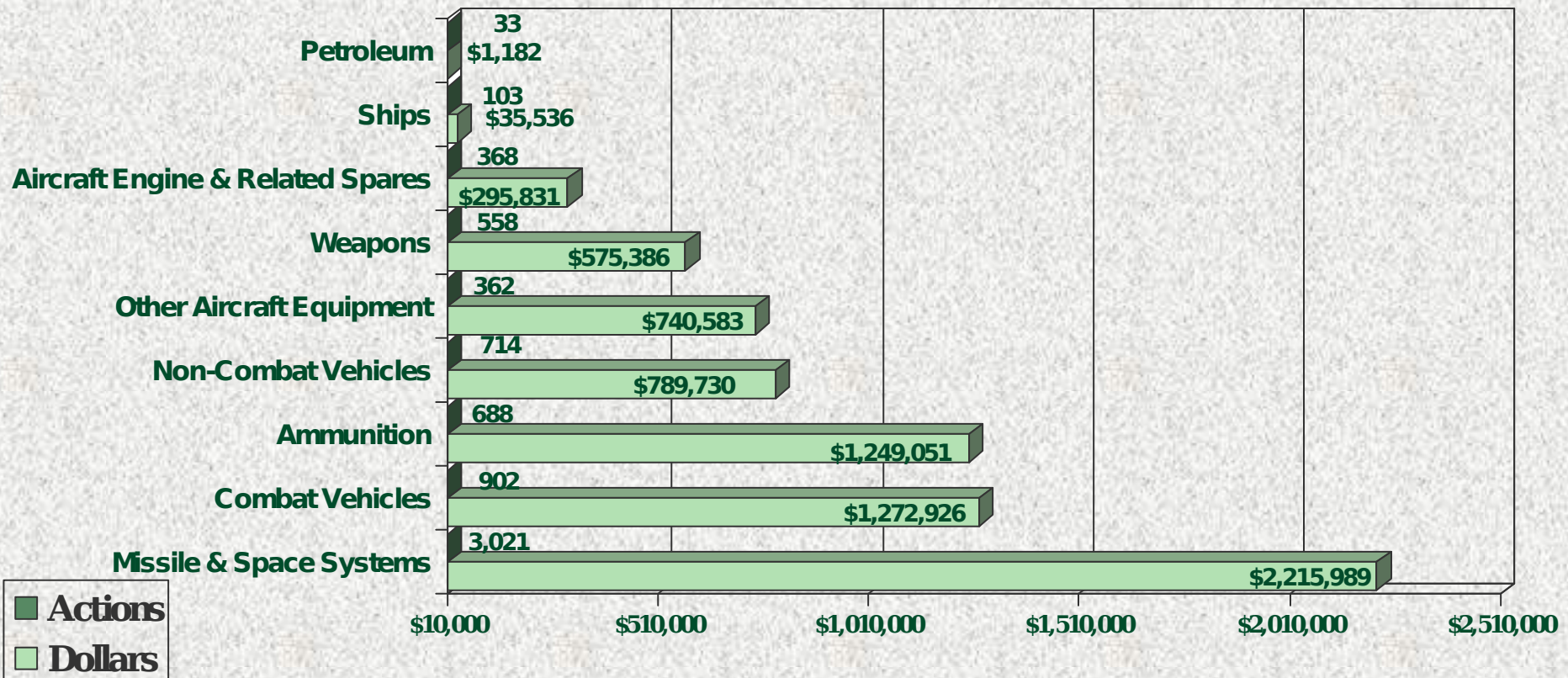
Contracting Actions Less Than \$25K By MACOM



Contracting Actions More Than \$25K By MACOM



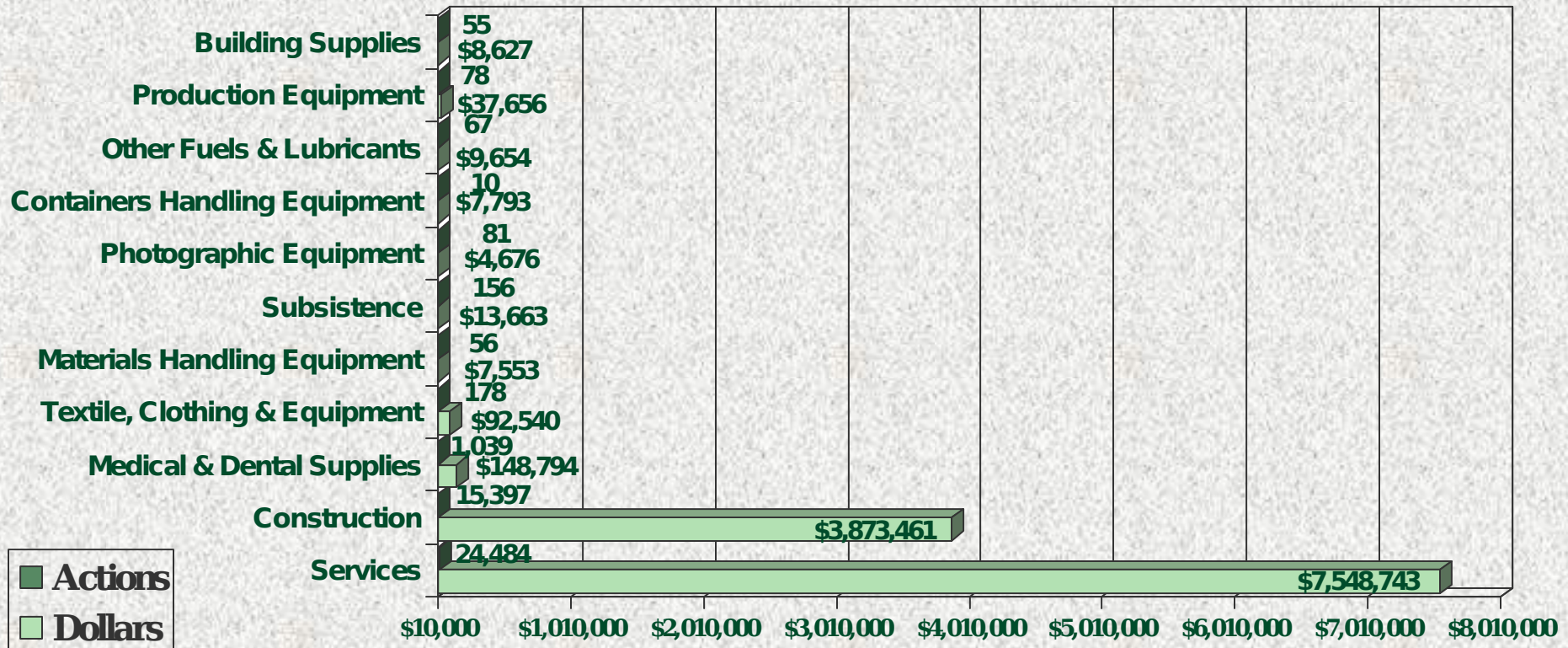
Army's Actions and Dollars by Category



Note: Data excluded Civil Works

Note: Dollar Value in Thousands

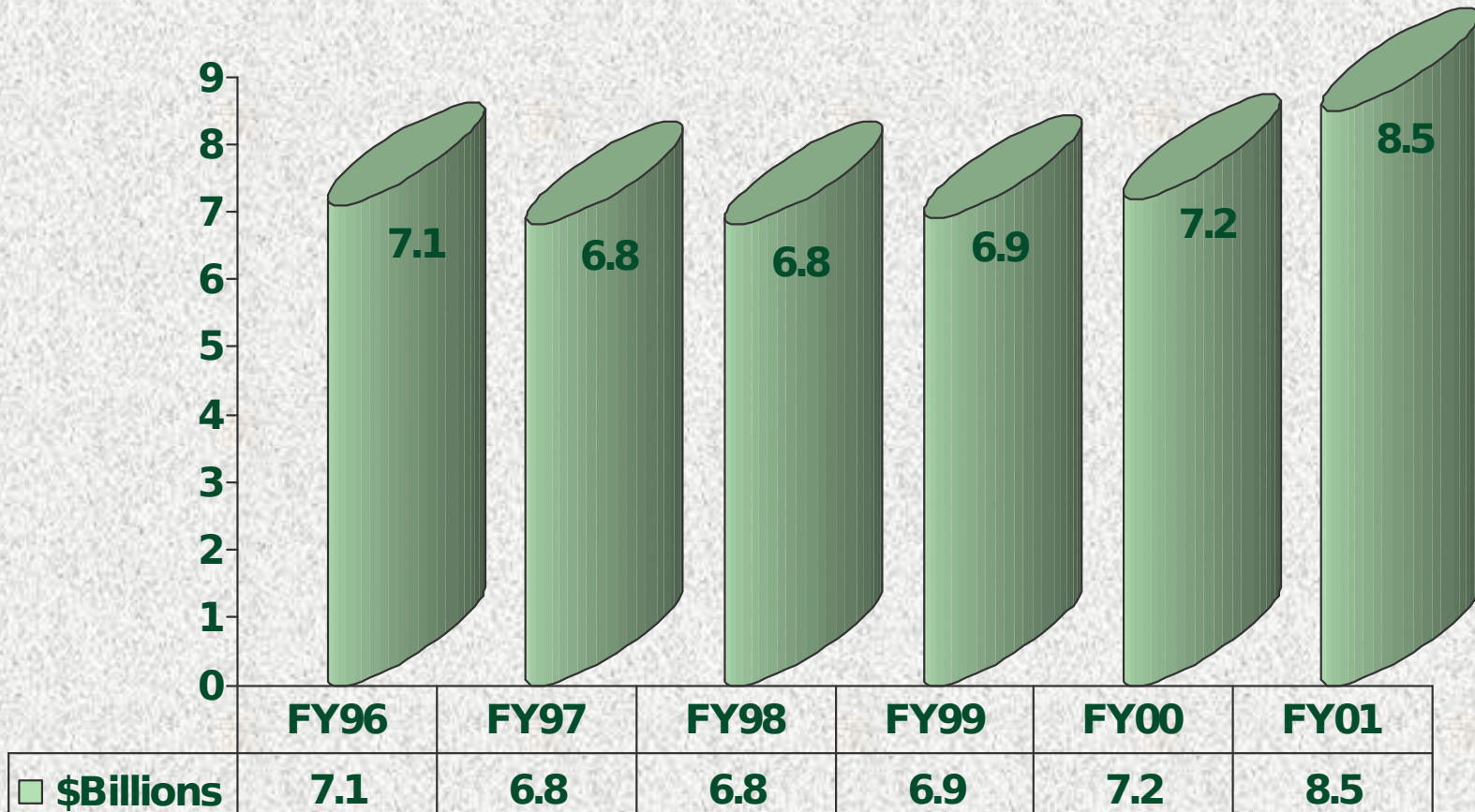
Army's Actions and Dollars Over \$25K by Category (Con't)



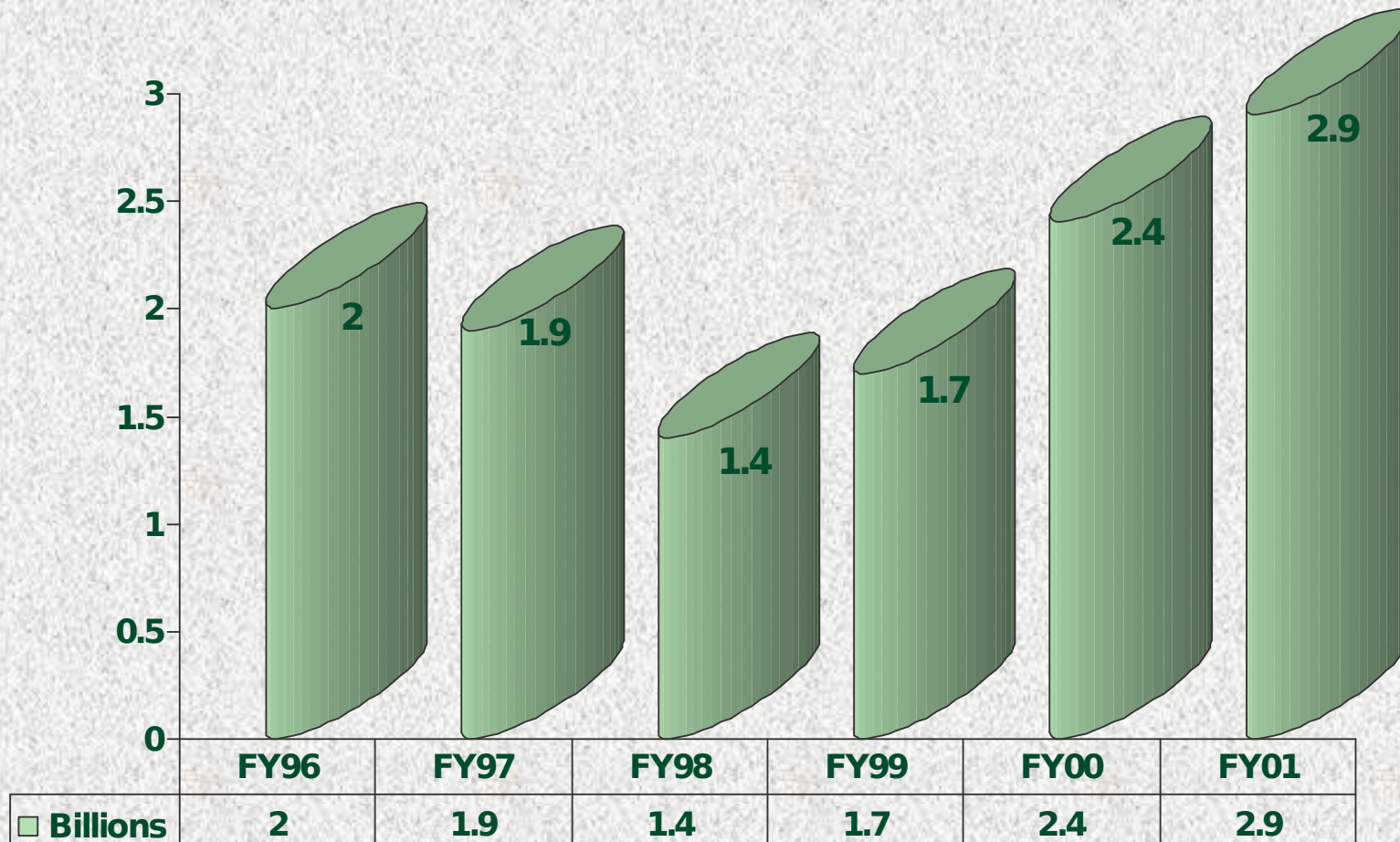
Note: Data excluded Civil Works

Note: Dollar Value in Thousands

Total Small Business Dollars Over \$25K

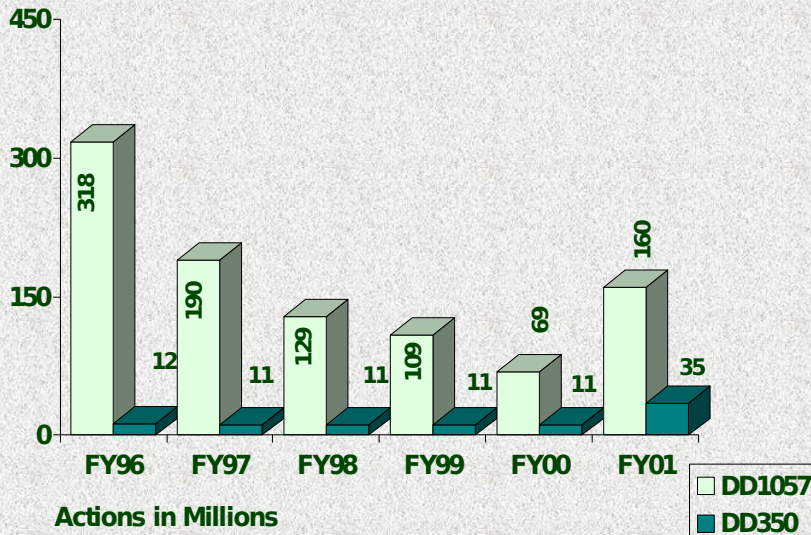


Total Foreign Military Sales Over \$25K

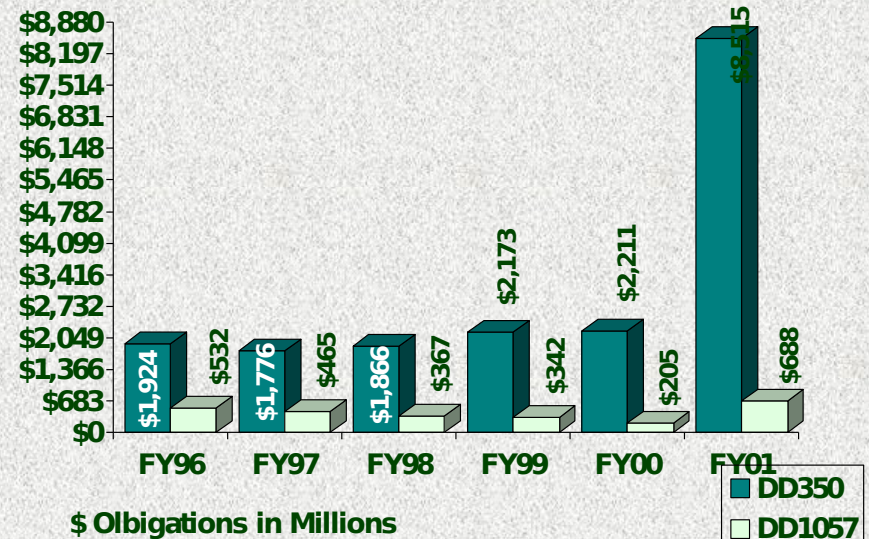


Contracts by Small Business Set-Aside

Small Business Set-Aside Contract Actions



Contract Dollar Obligations by Small Business Set-Aside

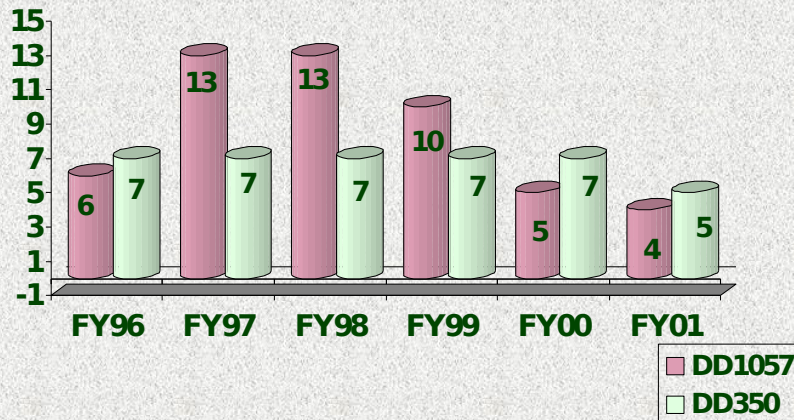


#Actions in Millions DD1057 for \$25,000 or Less Contracts
DD350 for Over \$25,000 Contracts

\$Obligations in Millions

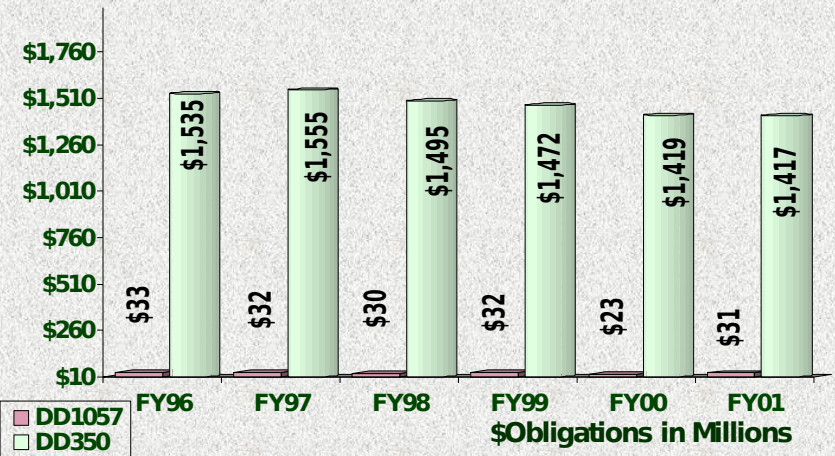
Total Contract Actions Through SBA 8(A)

**Total Contract Actions
(DD1057 & DD350)**



#Actions in Millions

**Total Contract Dollar Obligations
(DD1057 & DD350)**



\$Obligations in Millions

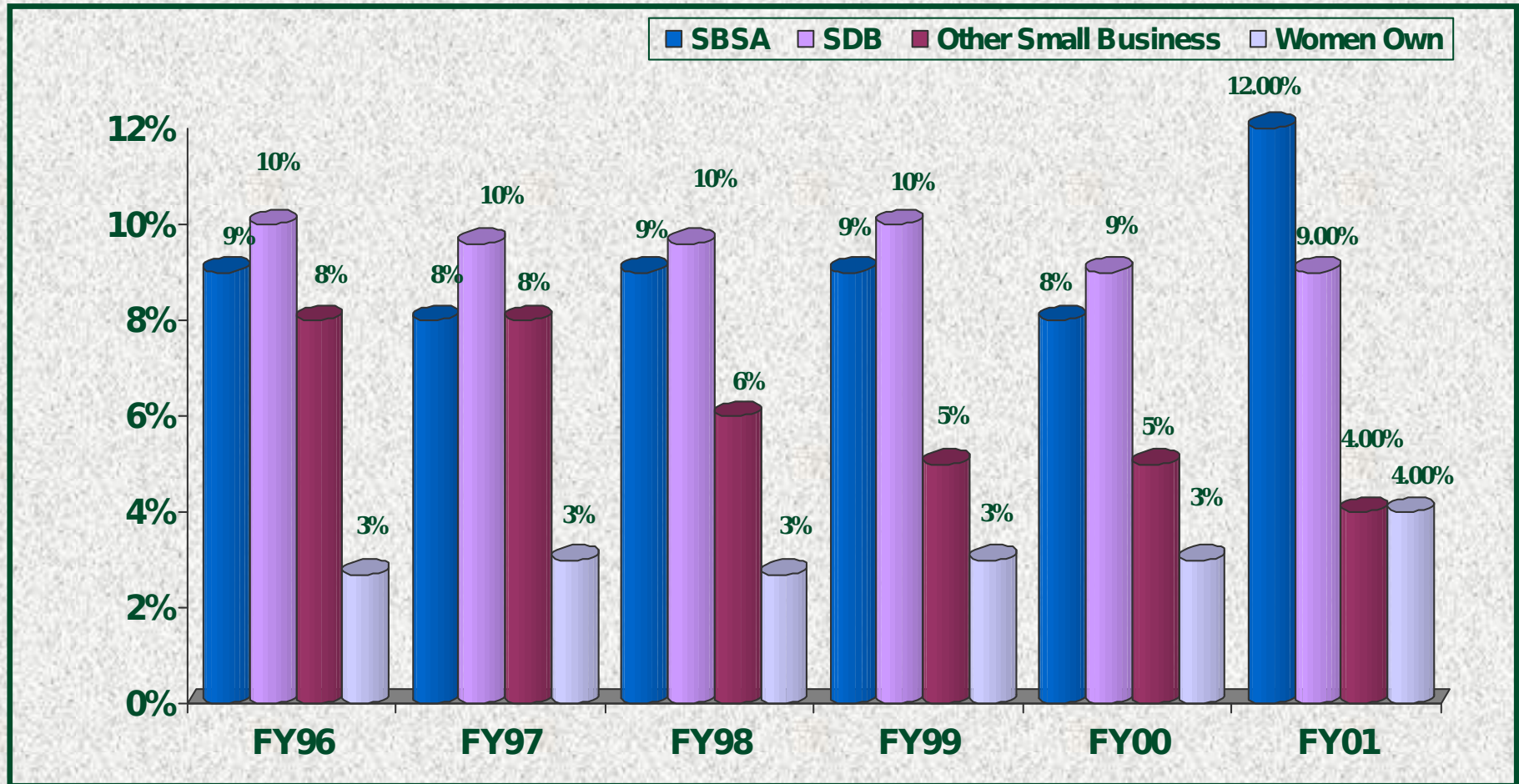
#Actions in Millions

DD1057 for \$25,000 or Less
Contracts

DD350 for Over \$25,000
Contracts

\$Obligations in
Millions 21

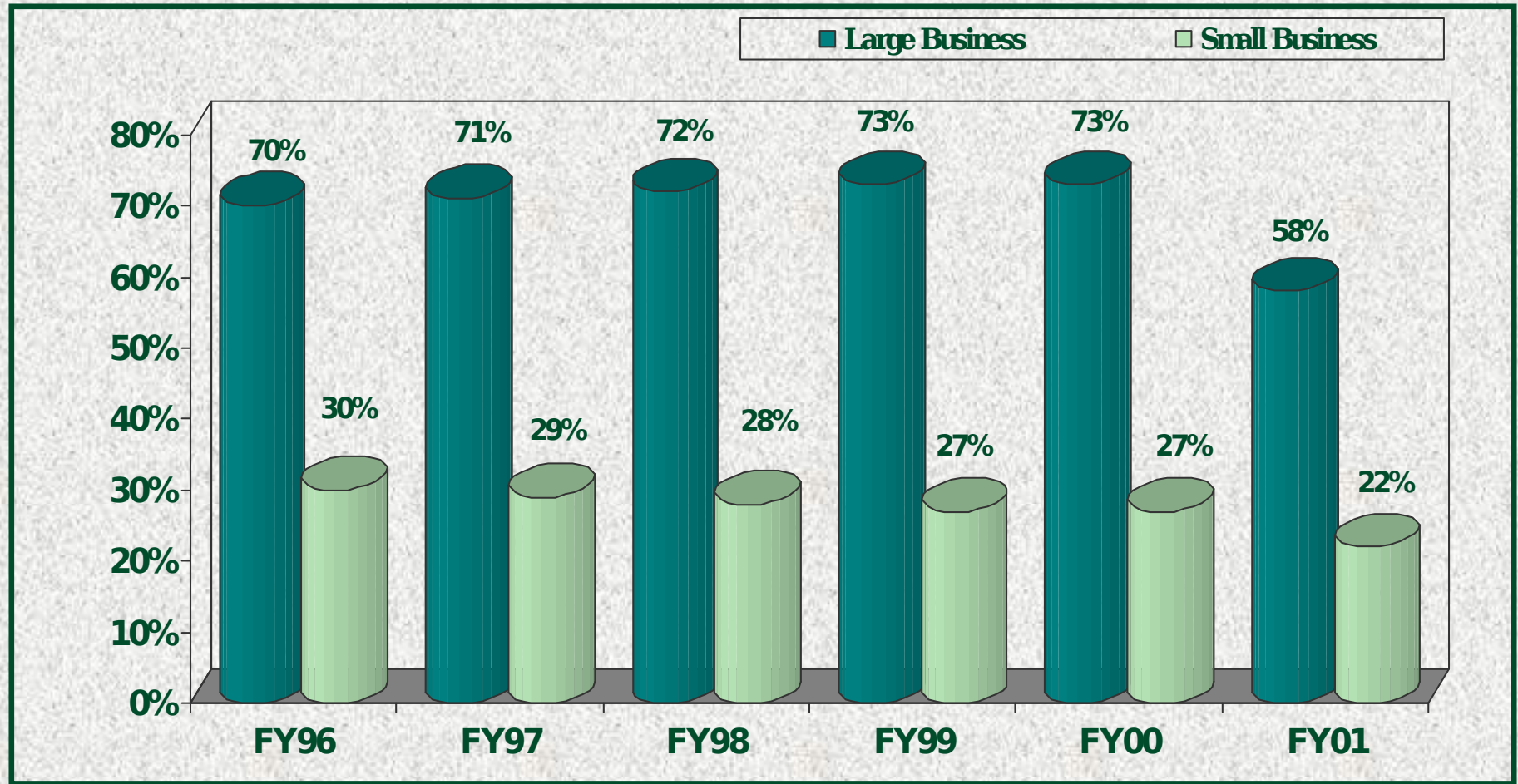
Small Business Set-aside By Types of U.S. Small Business Awards By Fiscal Year



Note: Excludes FMS, FSS, & actions with another federal agency and all overseas buys.

Note: Small Business Set-aside includes Small Purchase Set-aside.

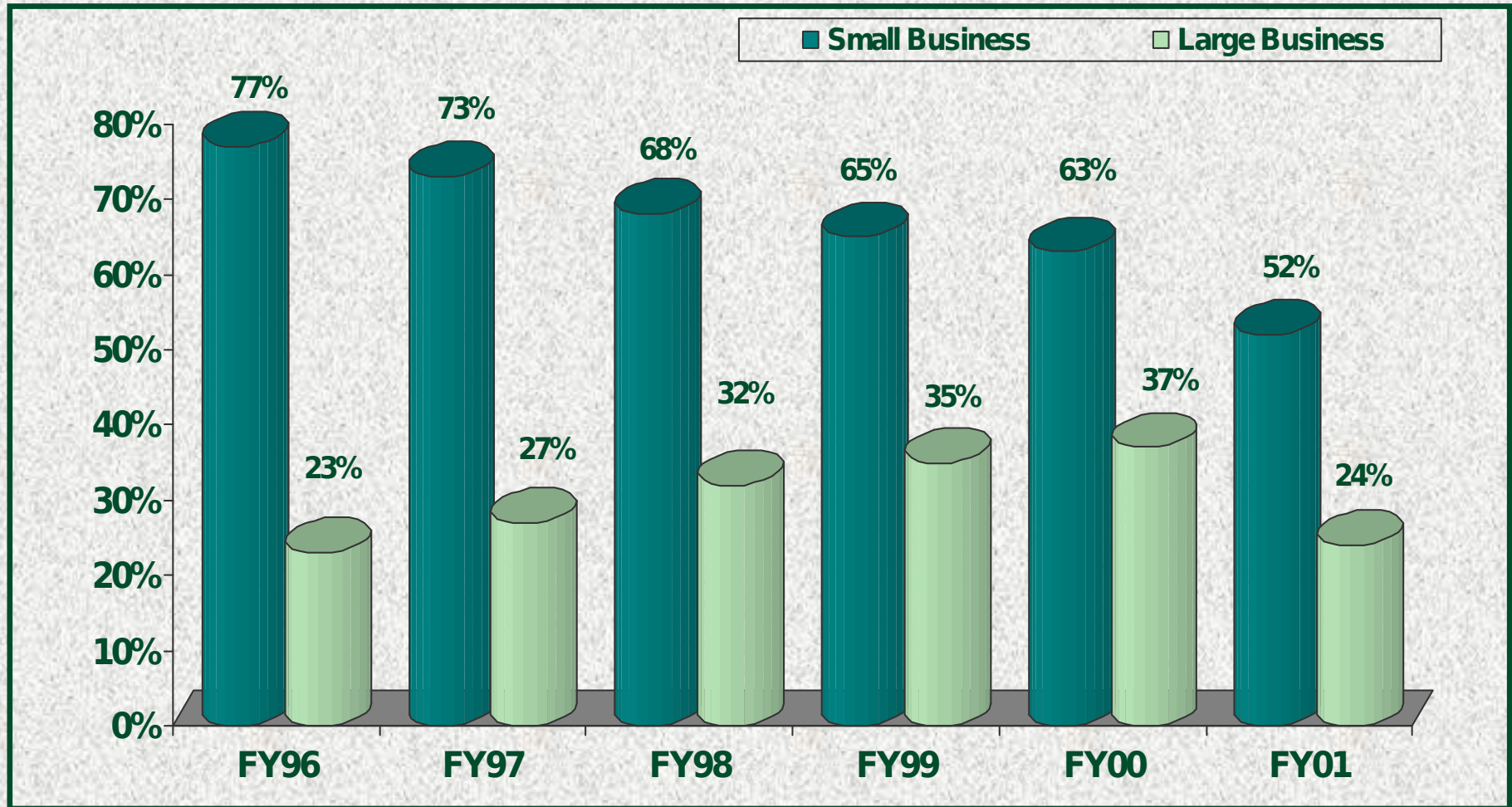
Dollar Percentage On SBA Small vs U.S. Large Business Awards By Fiscal Year



Note: Excludes FMS, FSS, & actions with another federal agency and all overseas buys.

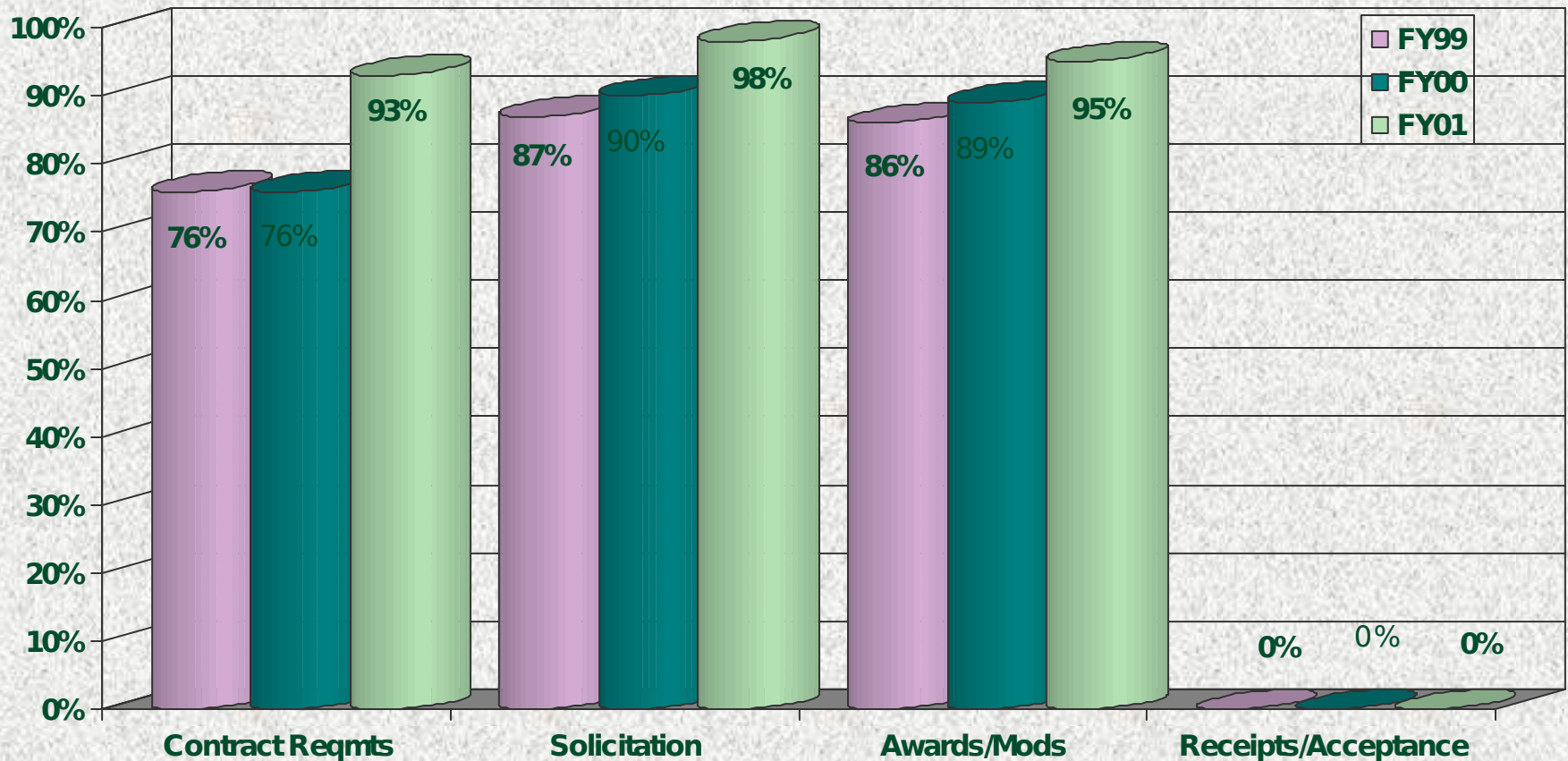
Note: Small Business Set-aside includes Small Purchase Set-aside.

Percentage on Cost Small vs. Large Business Actions By Fiscal Year

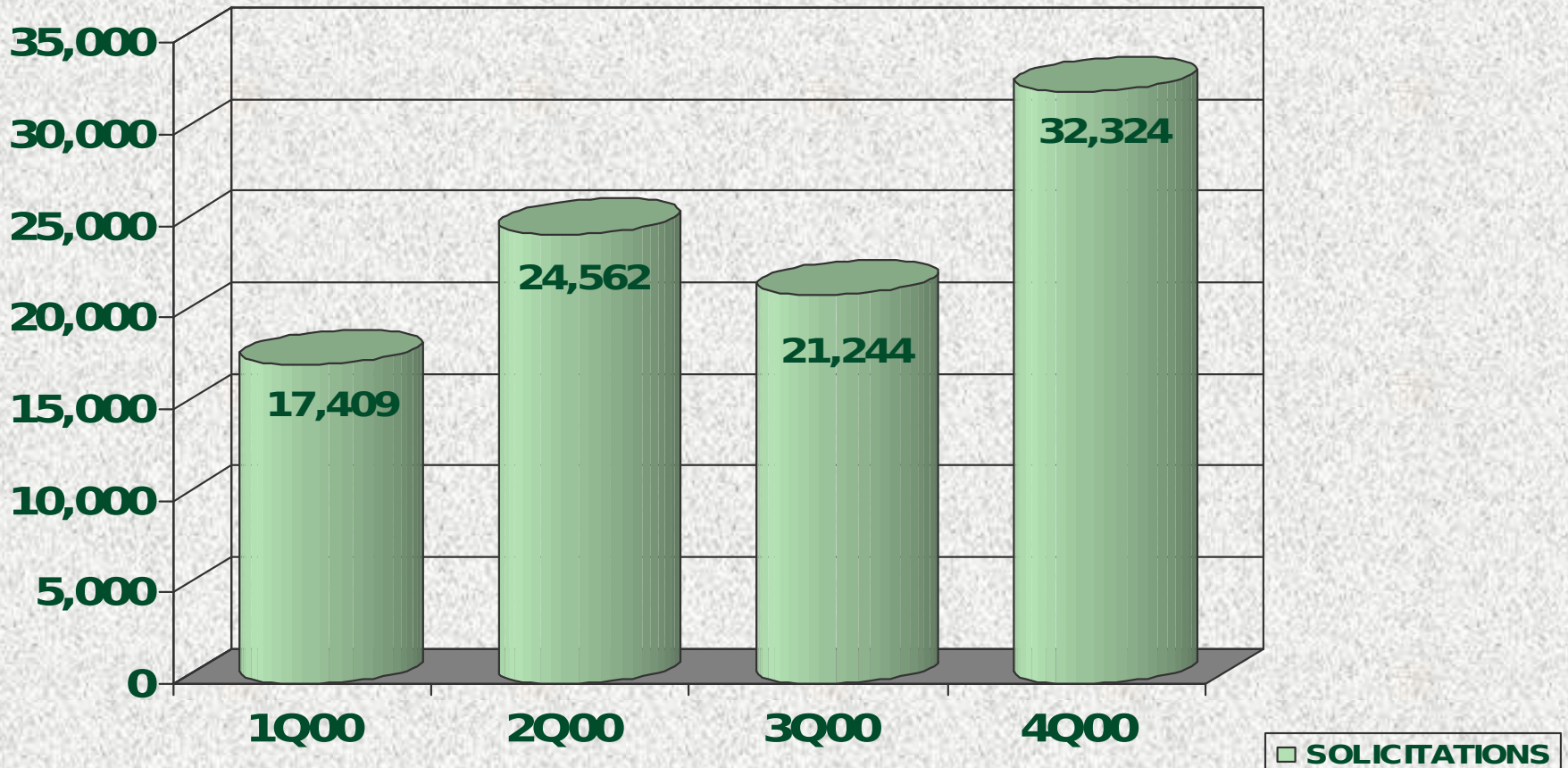


Note: Excludes Other Defense Agencies (ODA's)

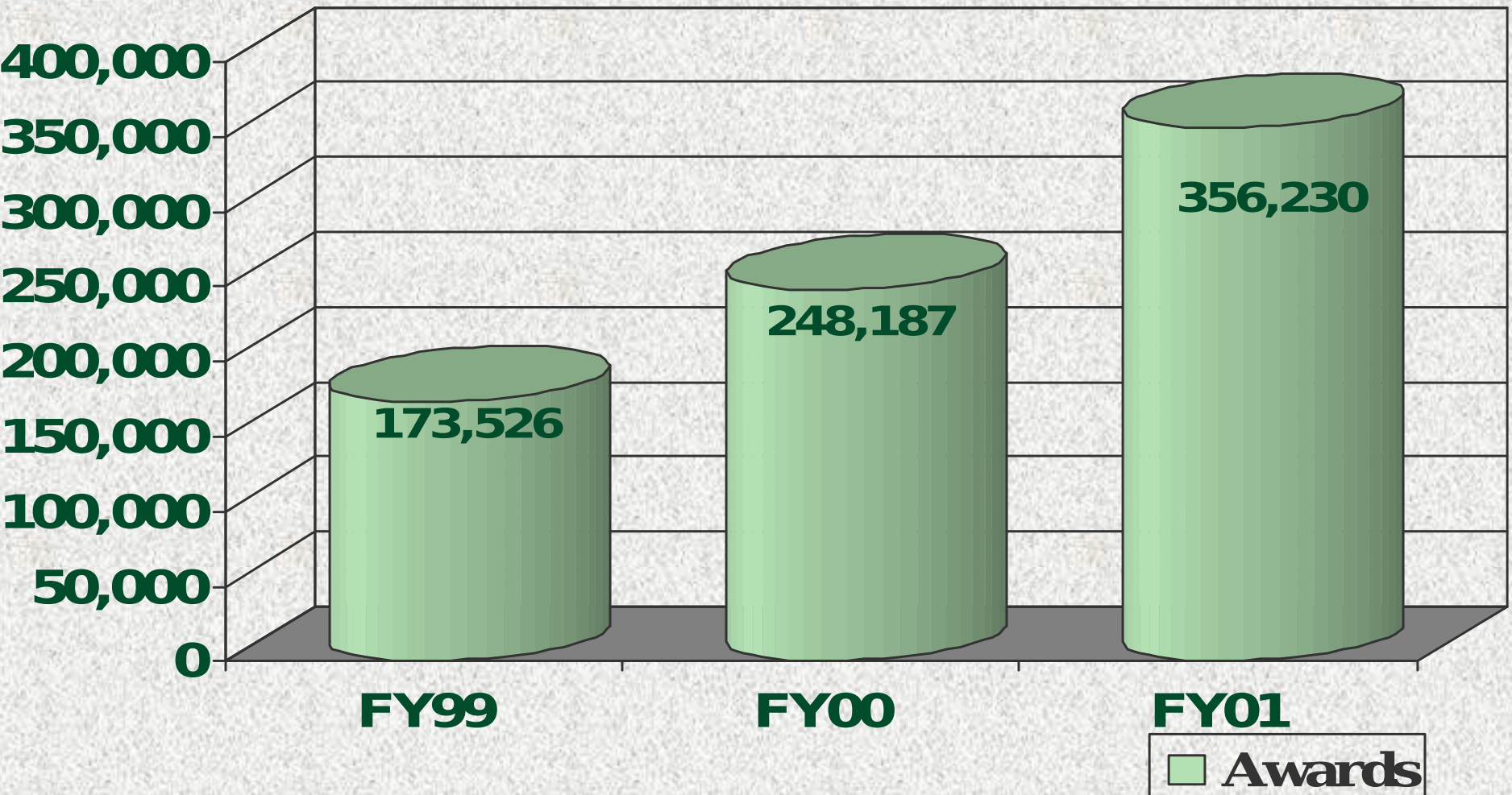
Percentages On Overall Army Paperless Contracting



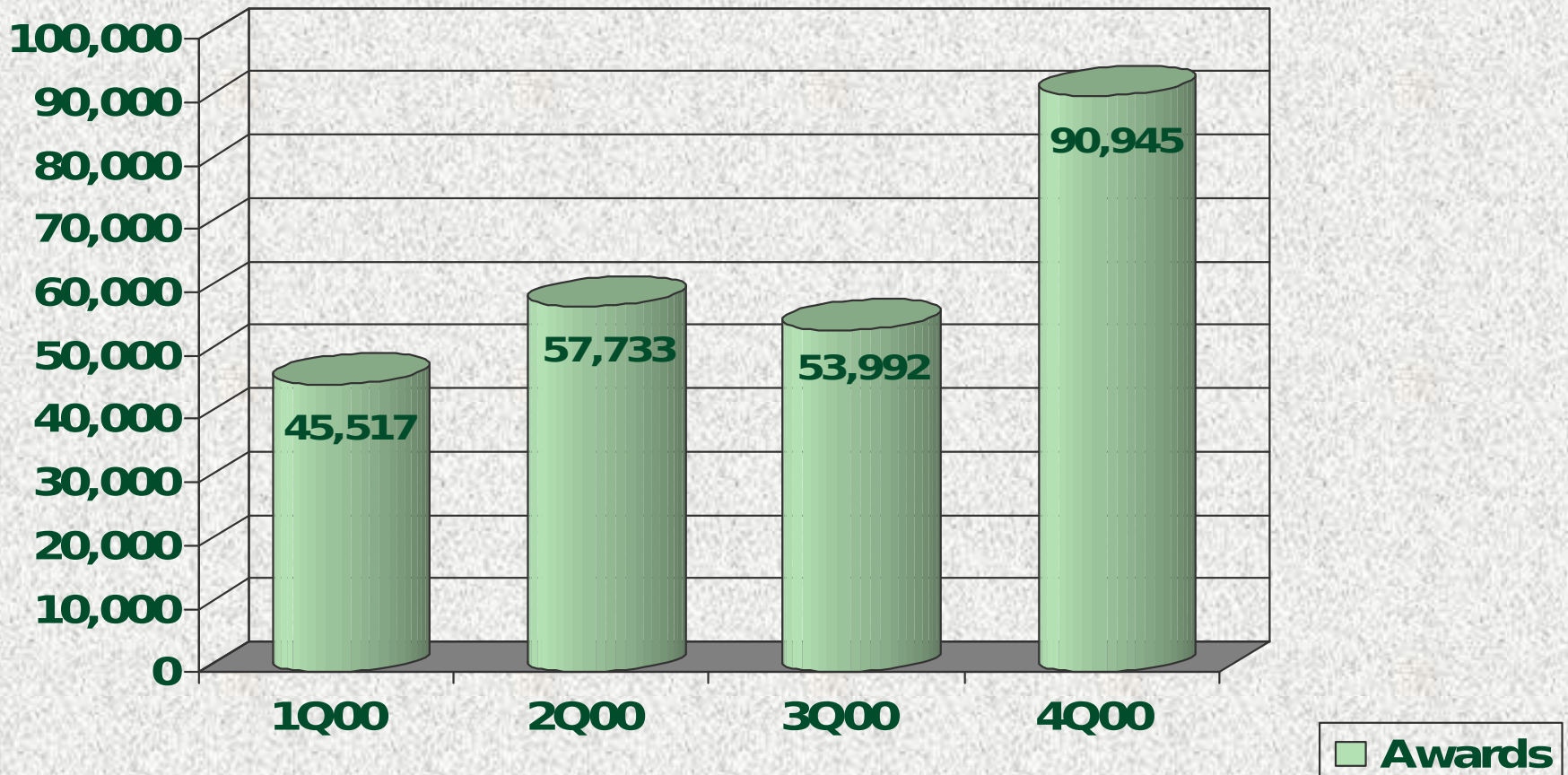
FY01 NUMBER OF ELECTRONIC SOLICITATIONS



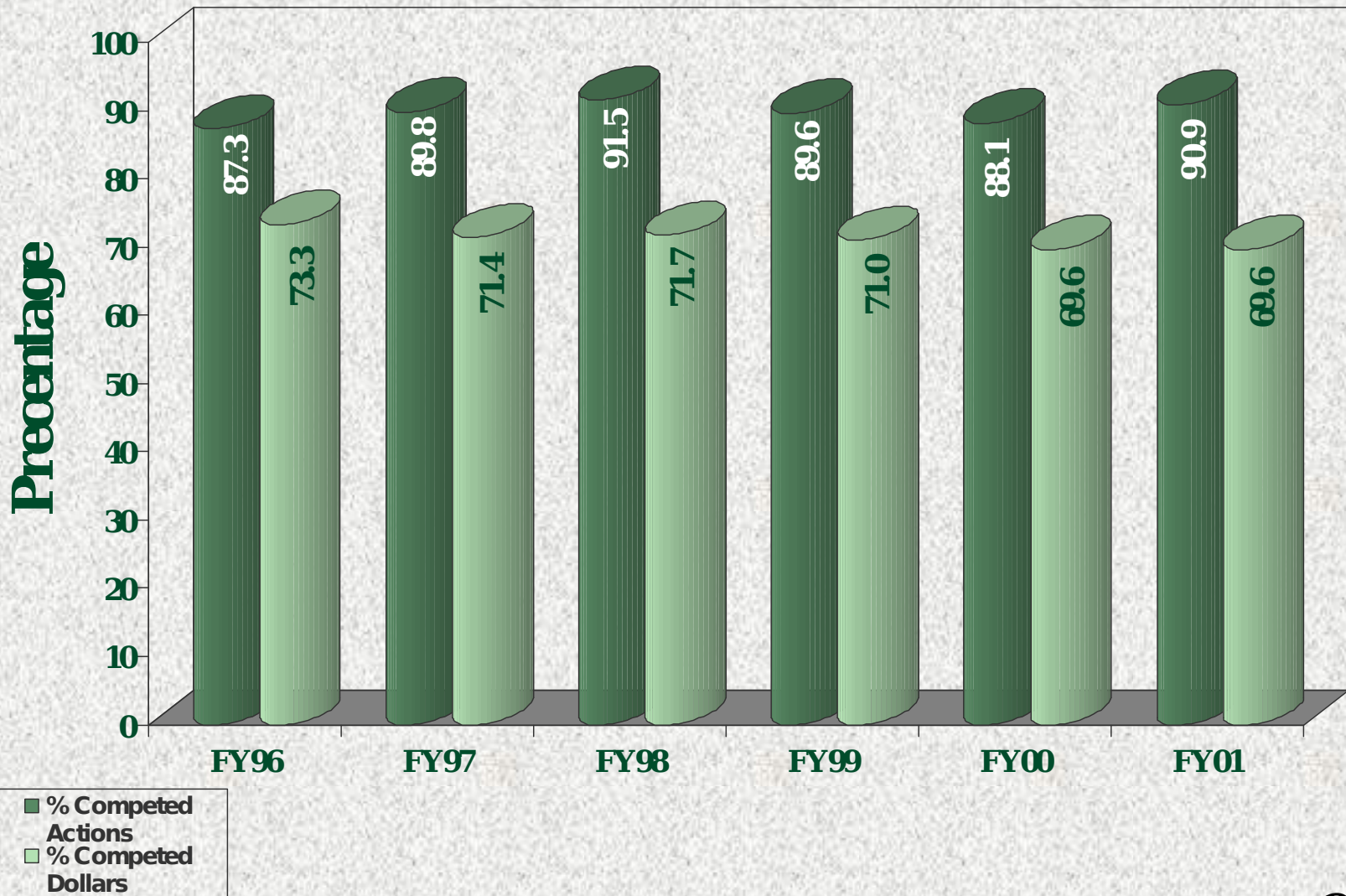
NUMBER OF ELECTRONIC AWARDS



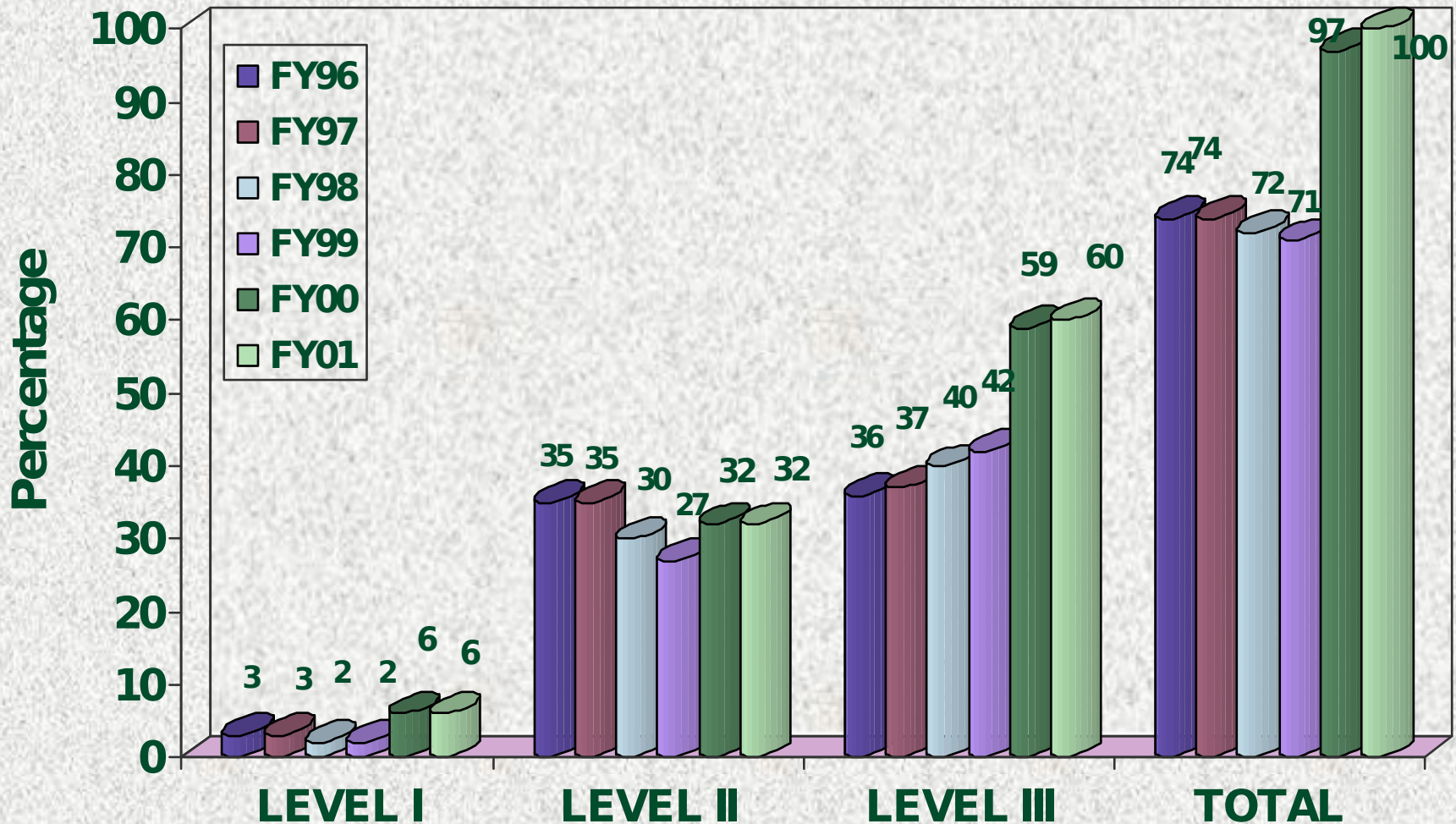
FY01 NUMBER OF ELECTRONIC AWARDS



Army Procurement Competition Report

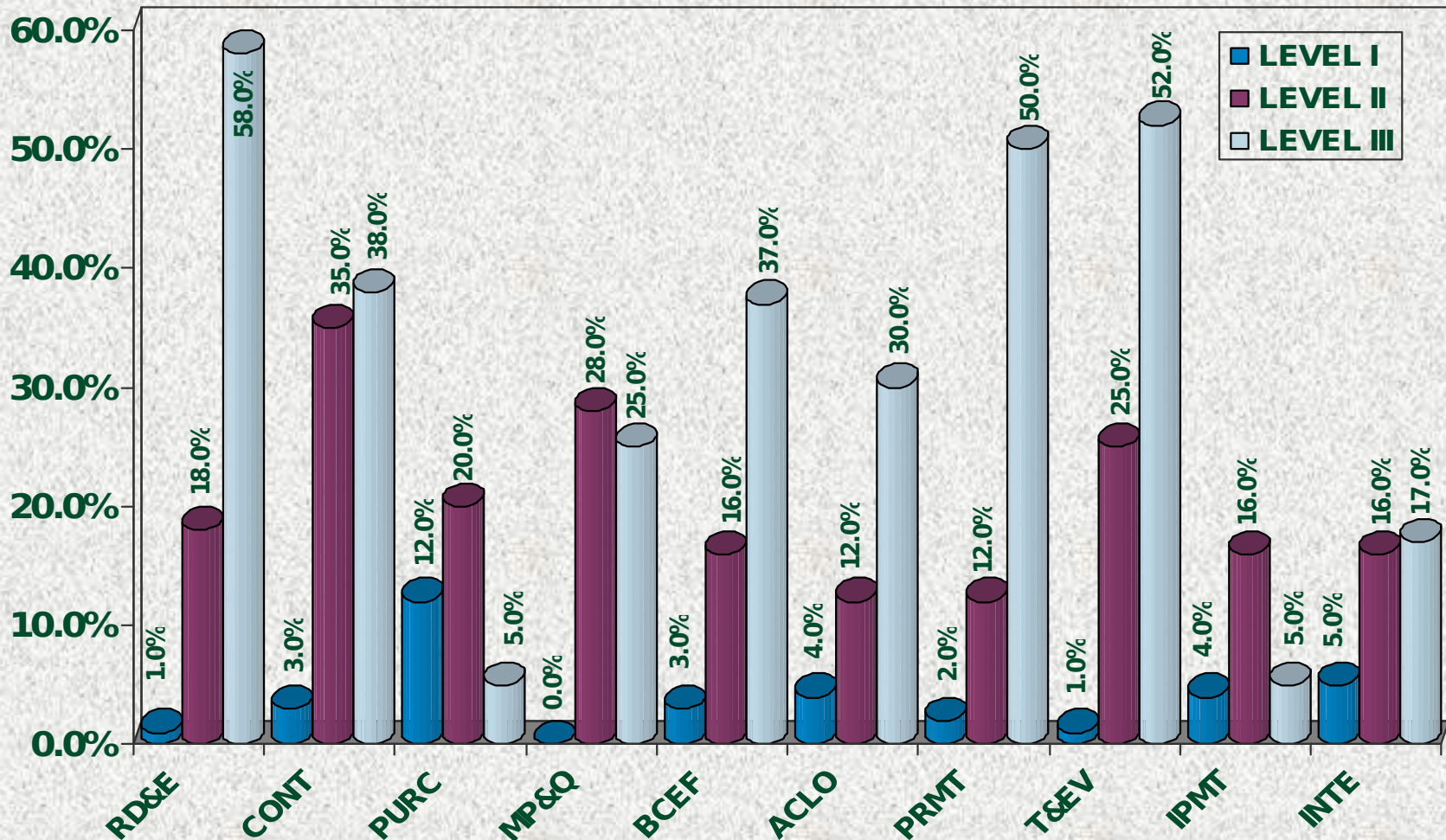


Total Overall Percentages on DAWIA Certification by Fiscal Year



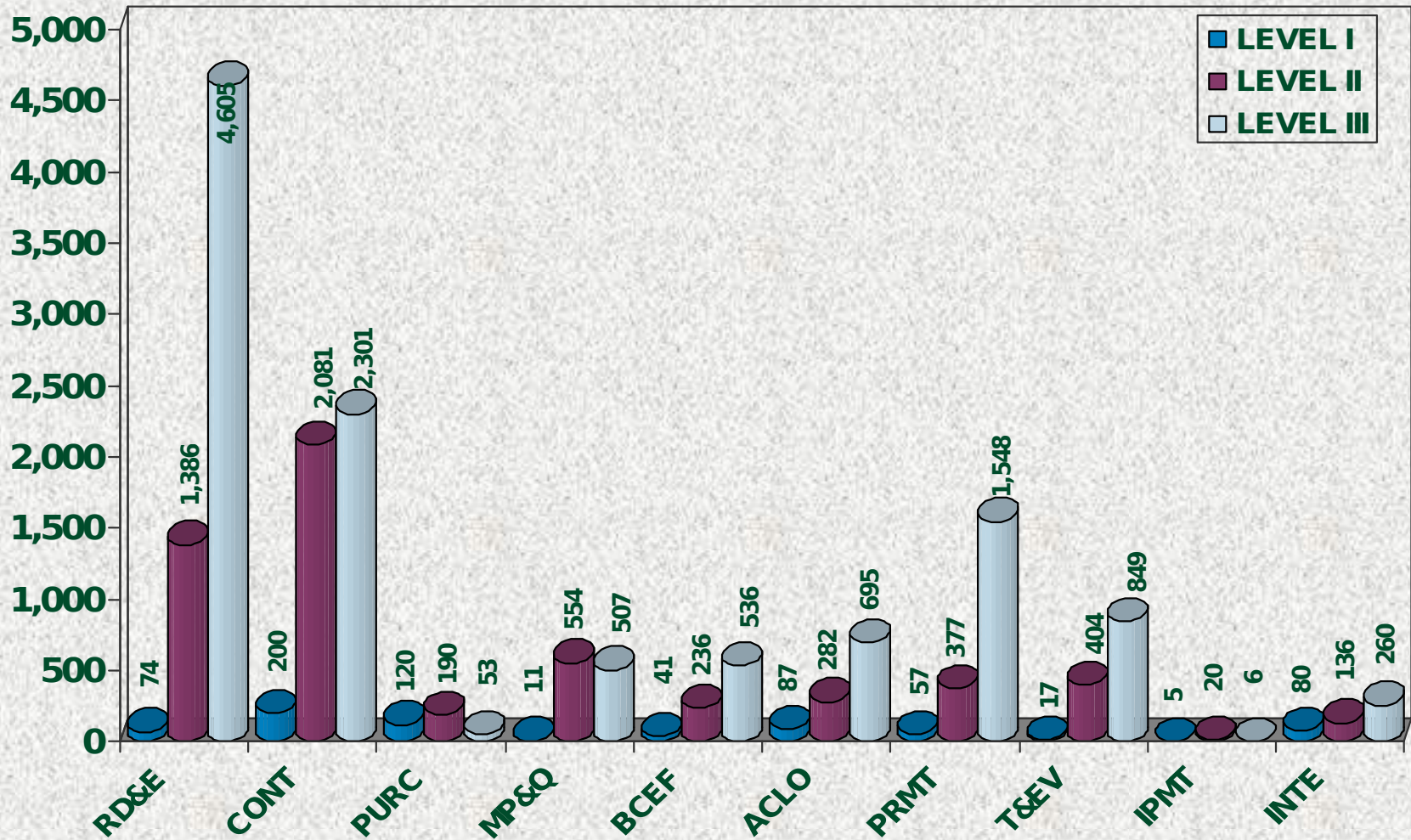
FY01 DAWIA Certification

Percentages by Career Category



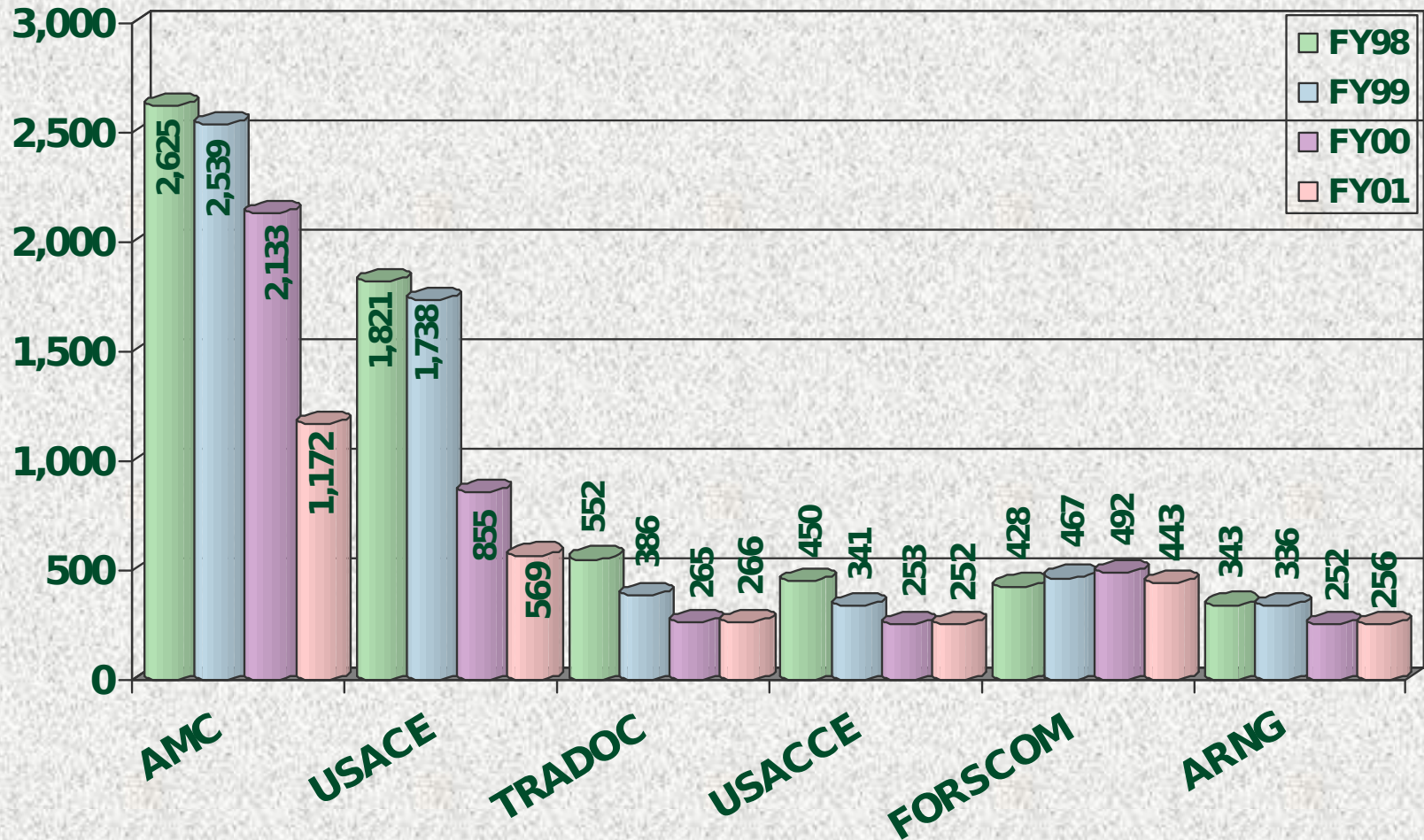
* BCEF - Business Cost Estimation and Finance Management
 * RD&E - System Planning, Research, Development and Engineering
 * Includes civilian and military (51s)

FY01 DAWIA Certification by Career

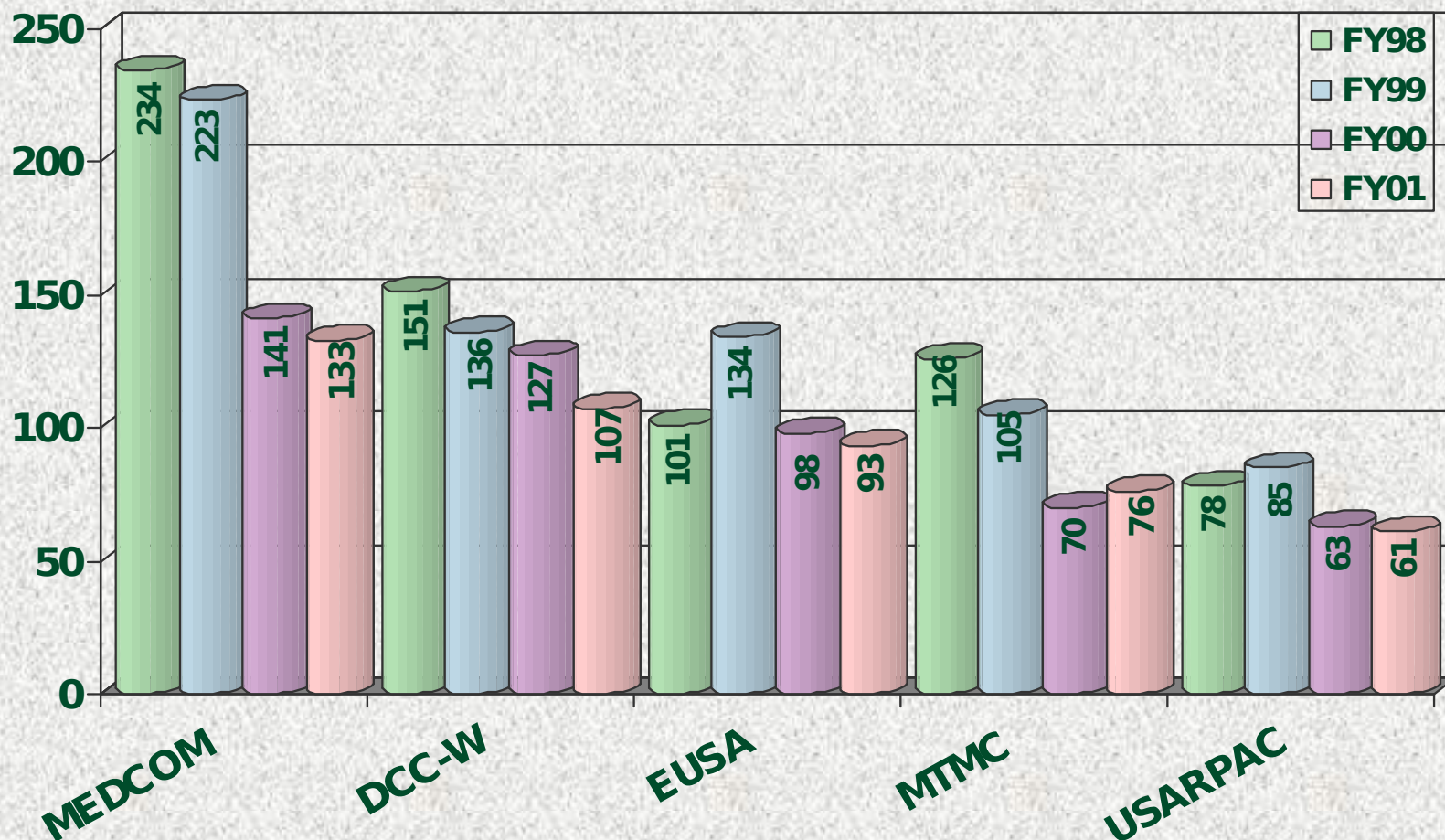


* BCEF - Business Cost Estimation and Finance Management
 * RD&E - System Planning, Research, Development and Engineering

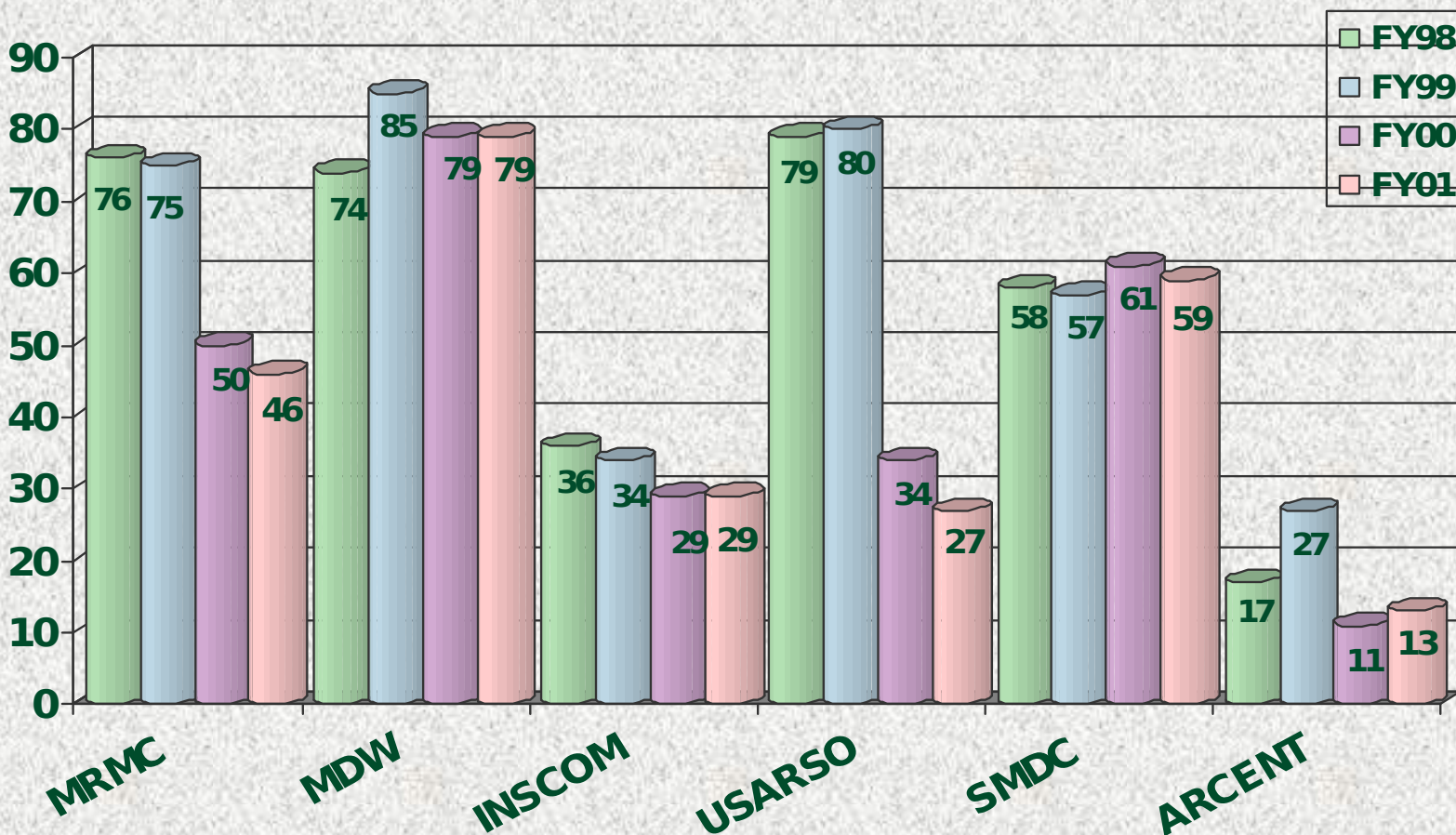
FY98-FY01 Army Contracting Personnel by MACOM



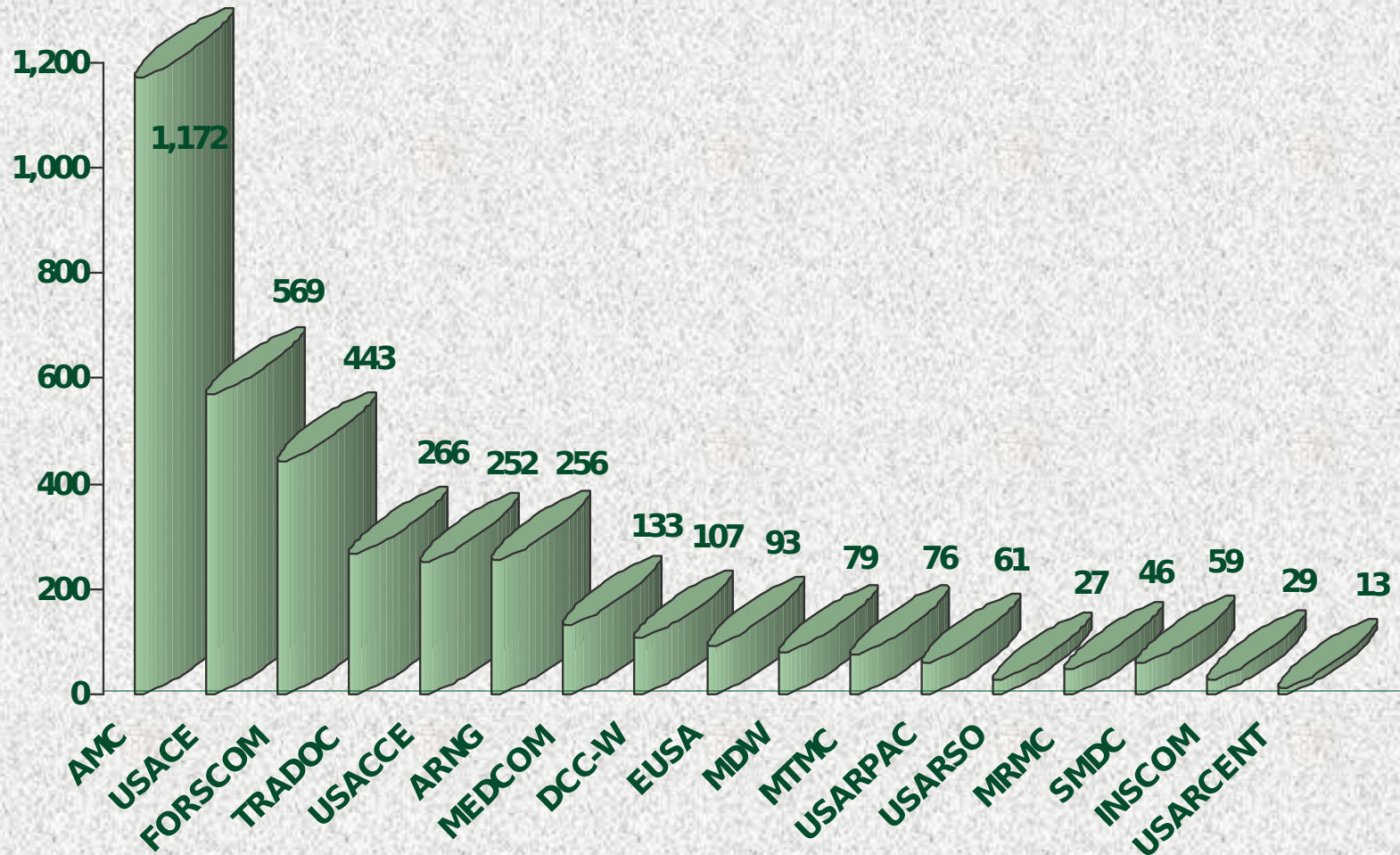
FY98-FY01 Army Contracting Personnel by MACOM (Con't)



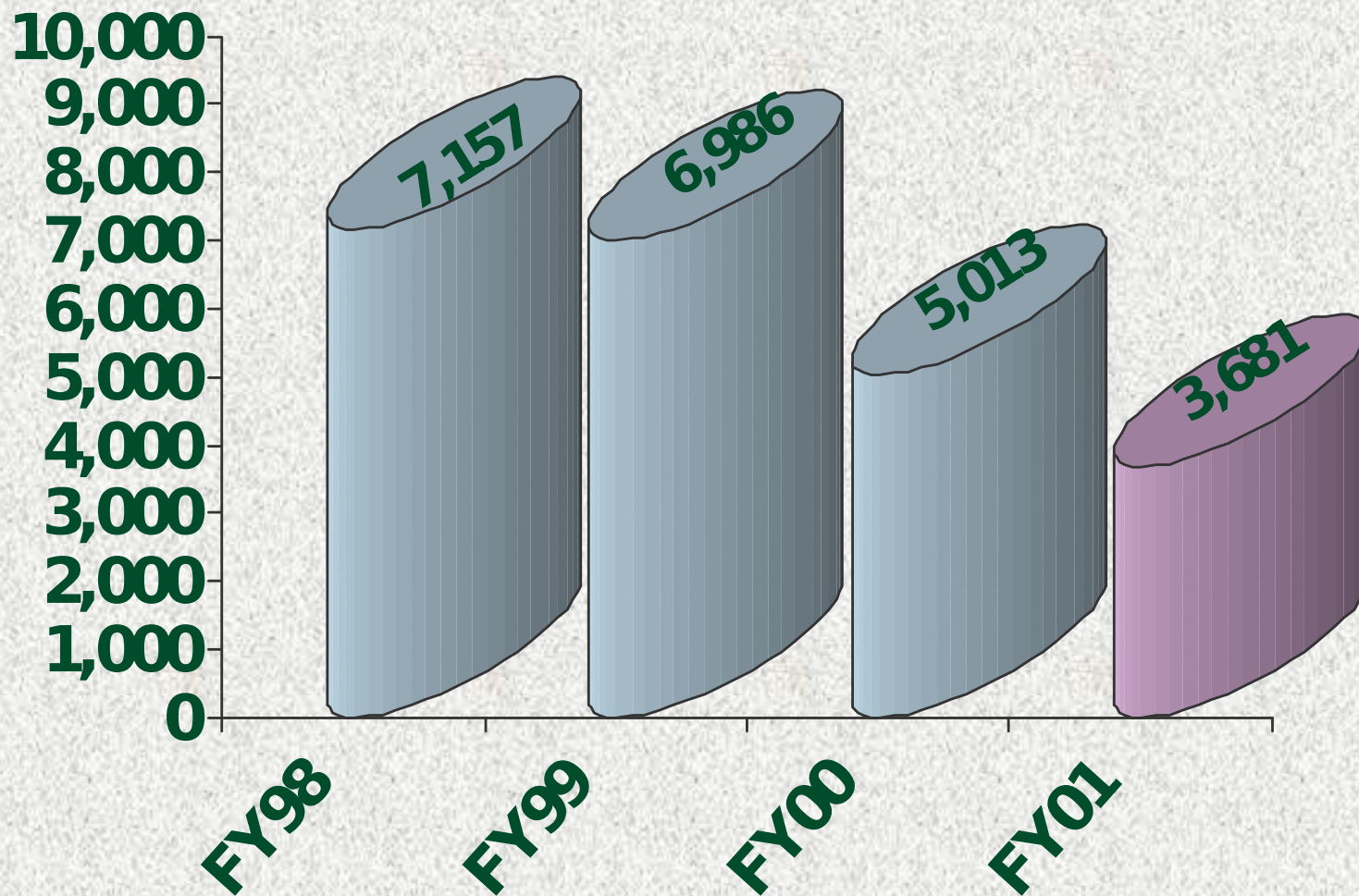
FY98-FY01 Army Contracting Personnel by MACOM (Con't)



FY01 Army Contracting TDA by MACOM

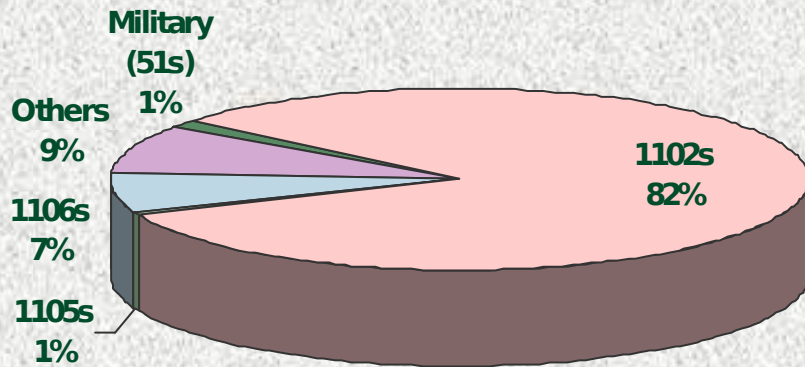


Army Contracting Personnel Trend

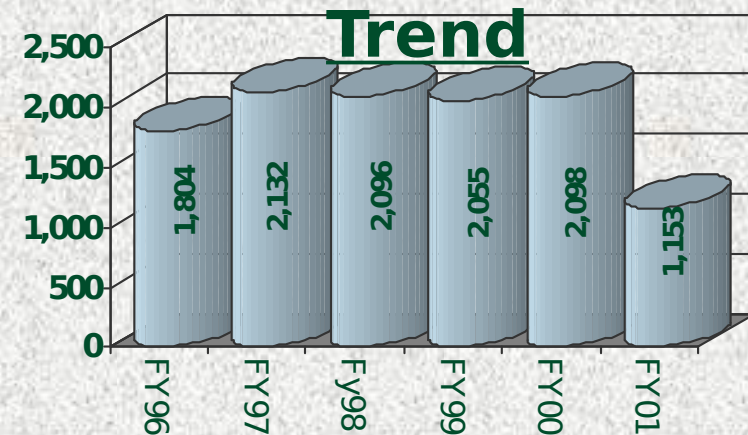


AMC Contracting TDA Trends

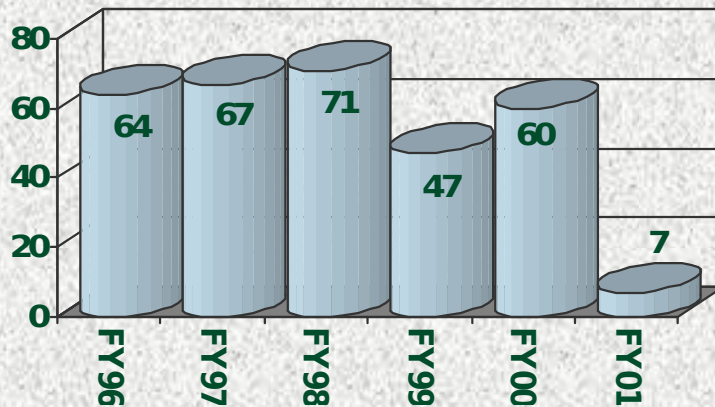
FY01 Contracting TDA



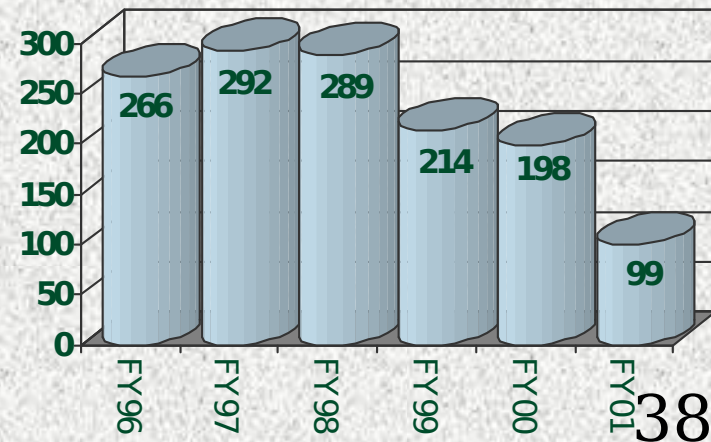
1102s TDA



1105s TDA Trend



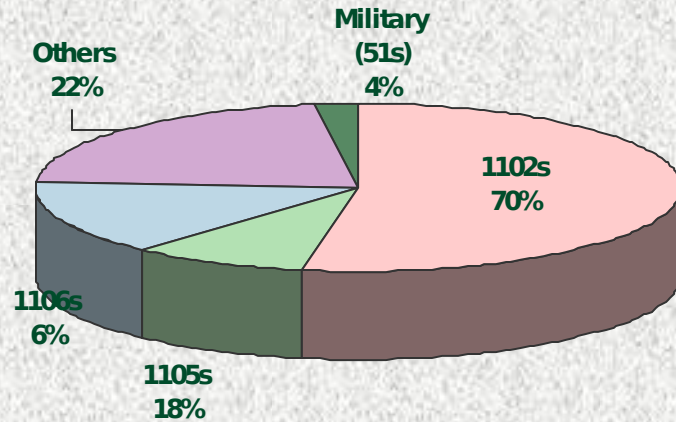
1106s TDA Trend



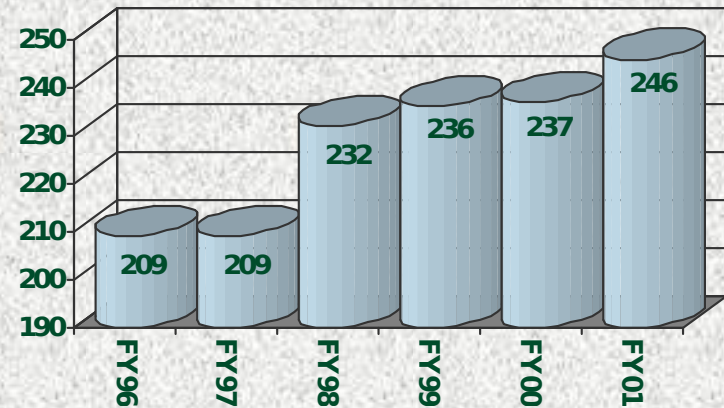
ARNG Contracting TDA

Trends

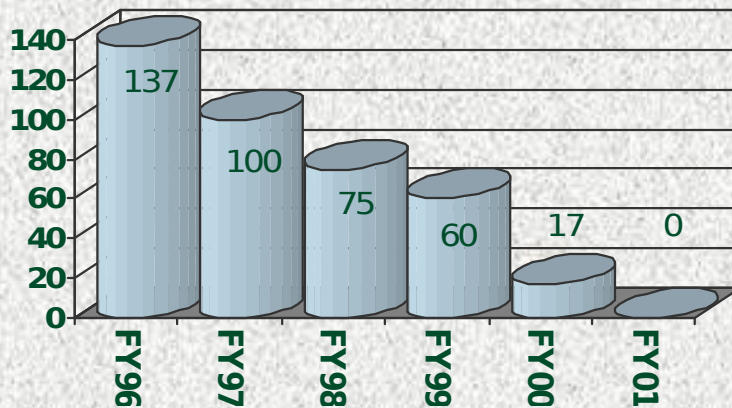
FY01 Contracting TDA



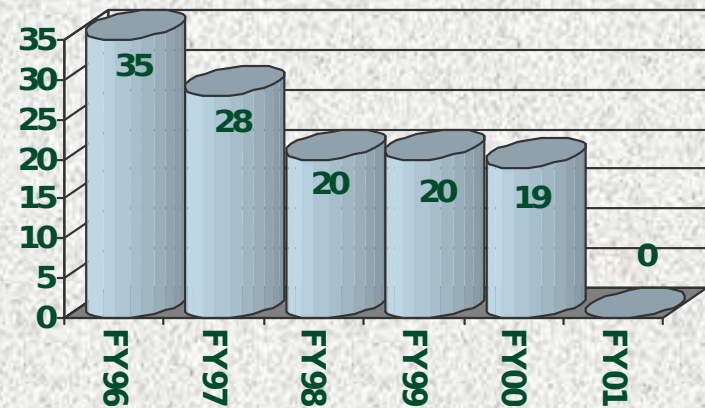
1102 TDA Trend



1105 TDA Trend

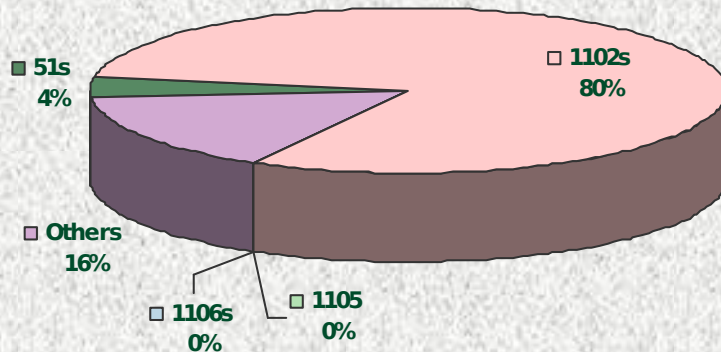


1106 TDA Trend

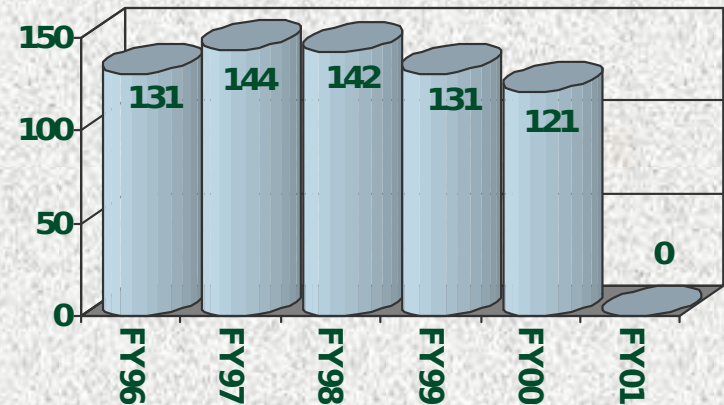


DCC-W Contracting Trends

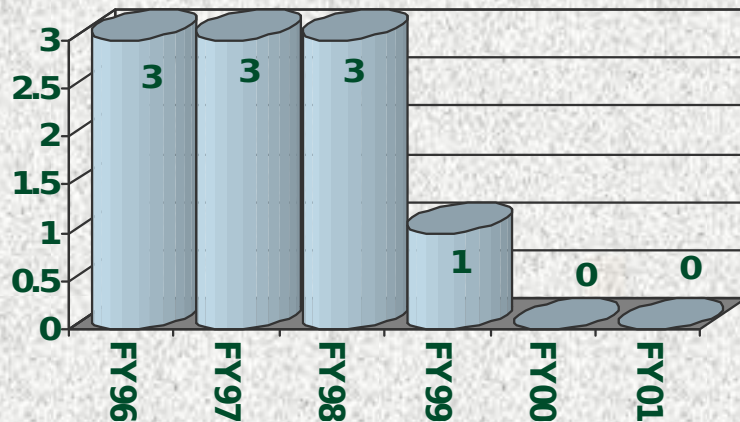
FY01 Contracting TDA



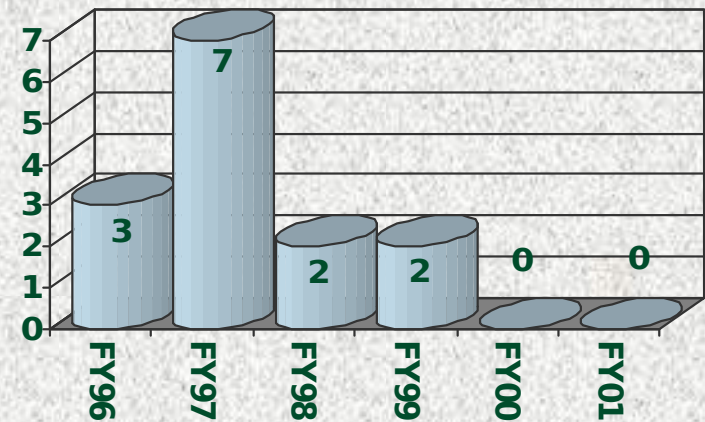
1102 TDA Trend



1105 TDA Trend

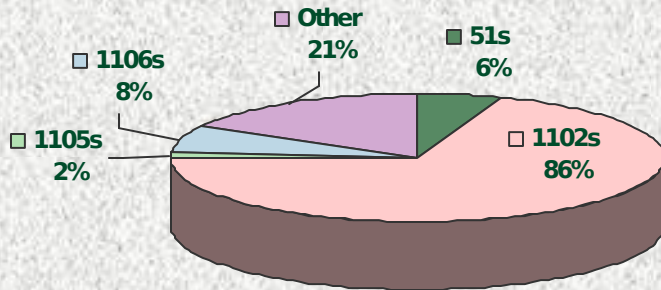


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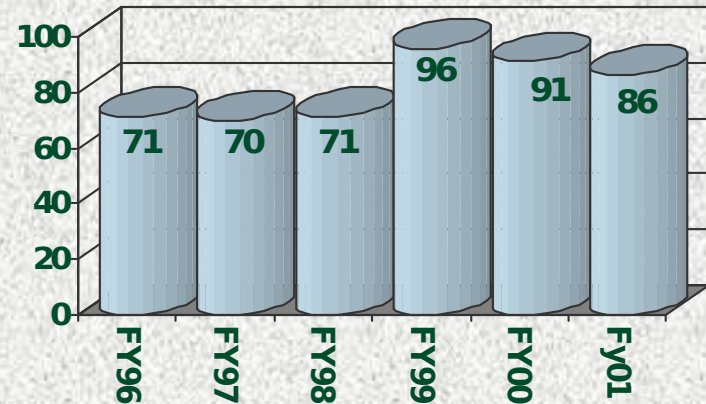


EUSA Contracting TDA Trends

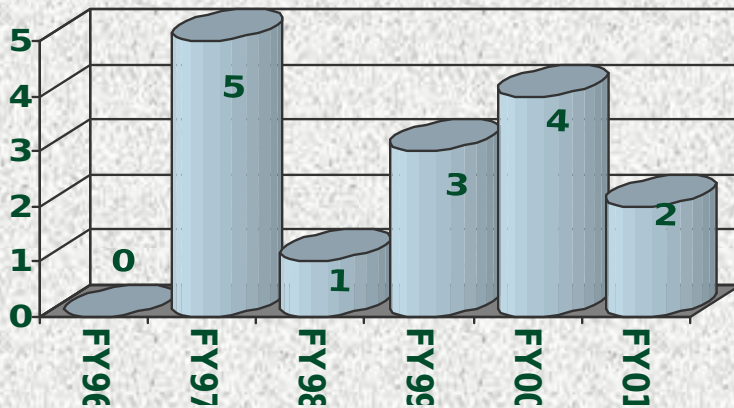
FY01 Contracting TDA



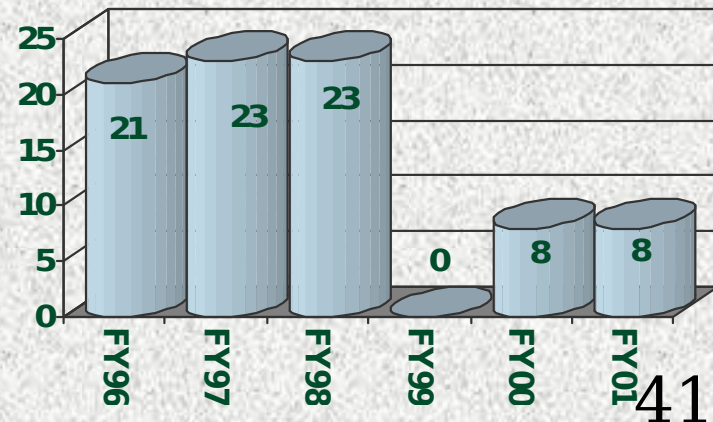
1102 TDA Trend



1105 TDA Trend



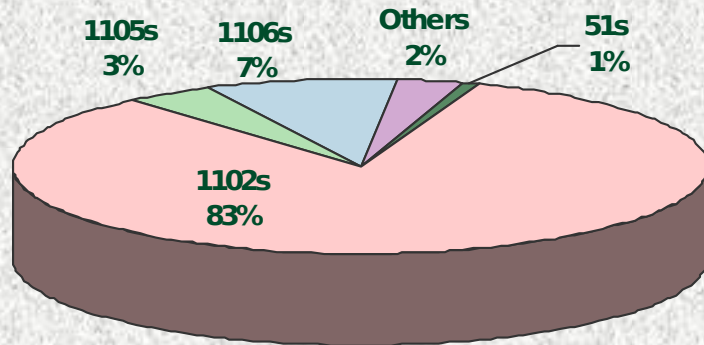
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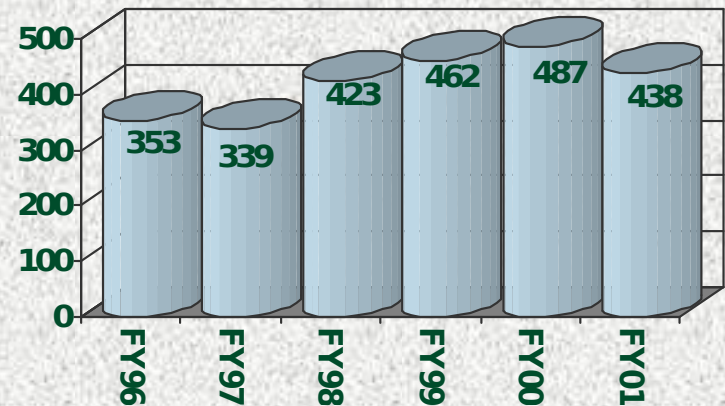
FORSCOM Contracting TDA

Trends

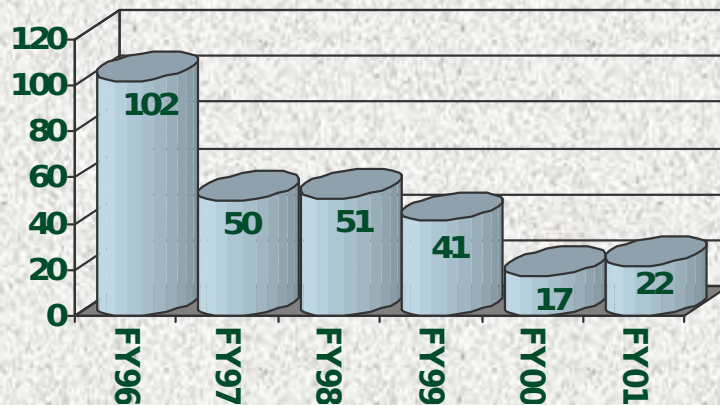
FY01 Contracting TDA



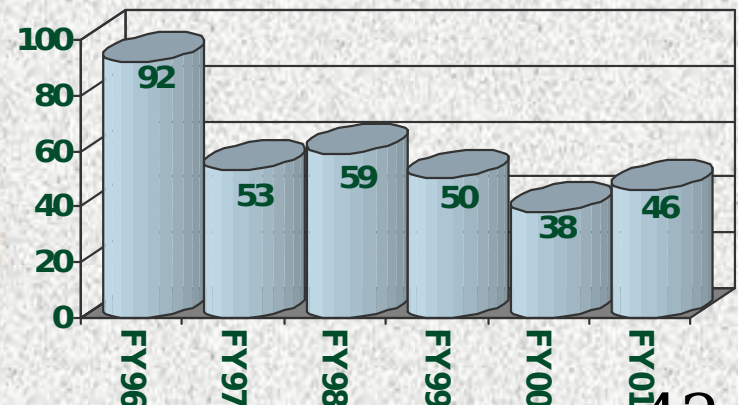
1102 TDA Trend



1105 TDA Trend

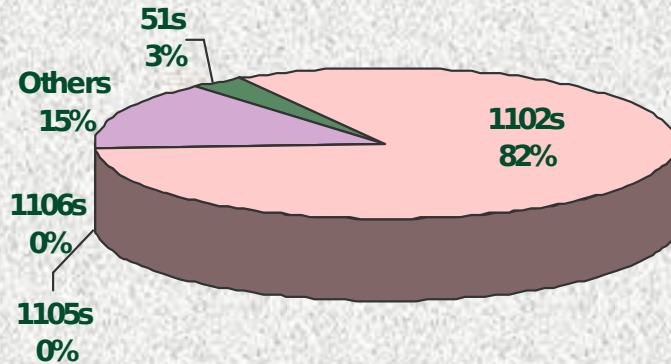


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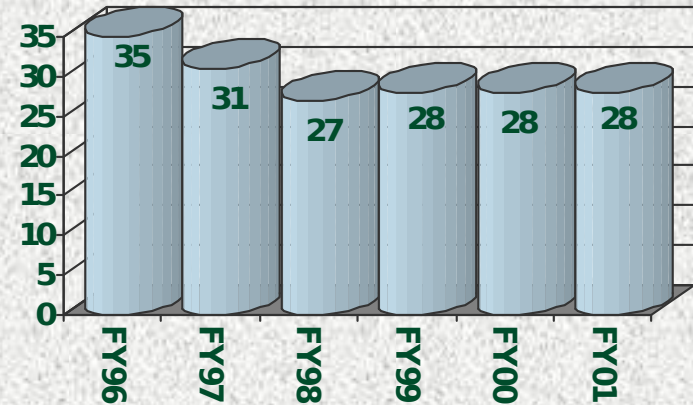


INSCOM Contracting TDA Trends

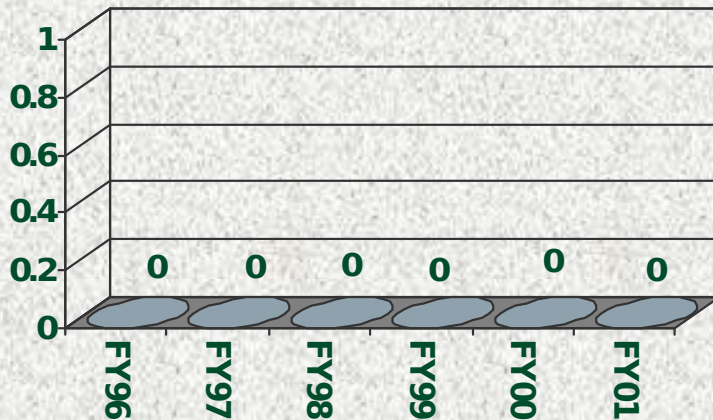
FY01 Contracting TDA



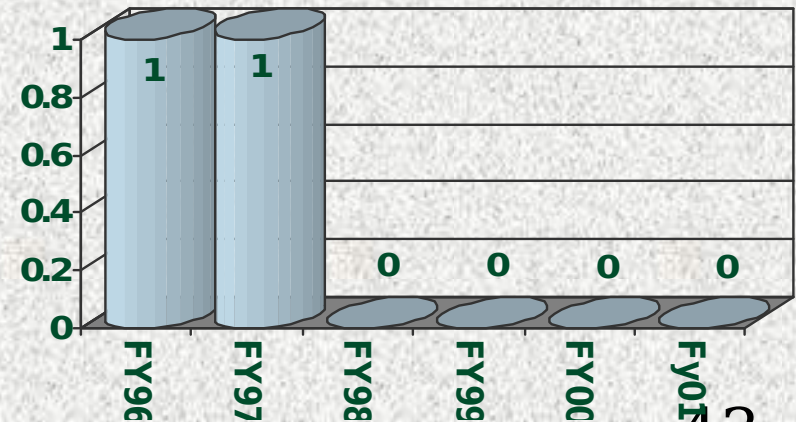
1102s TDA Trend



1105s TDA Trend

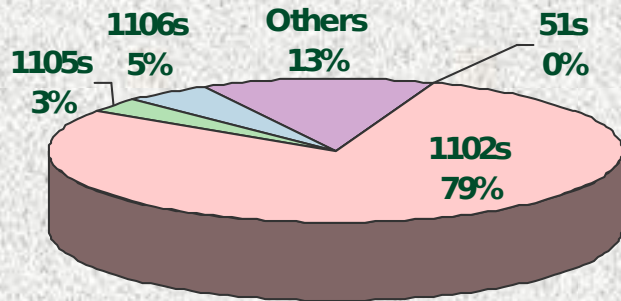


1106s TDA Trend

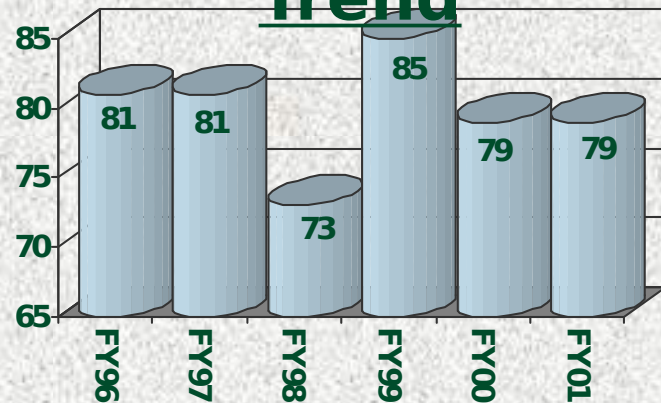


MDW Contracting TDA Trends

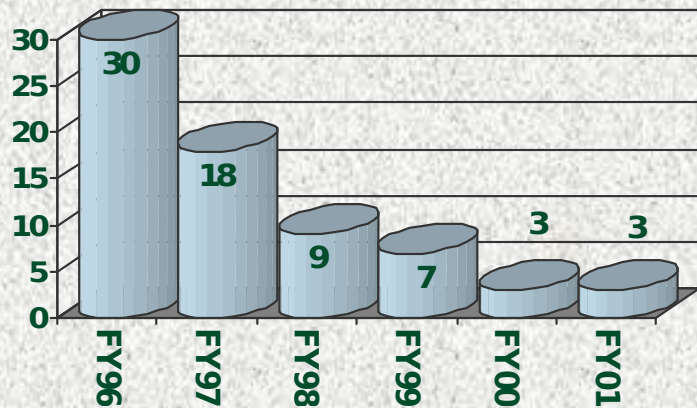
FY01 Contracting TDA



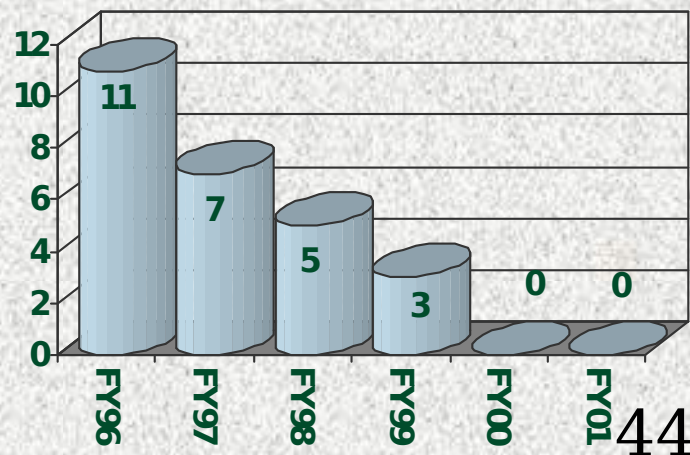
1102 TDA Trend



1105 TDA Trend

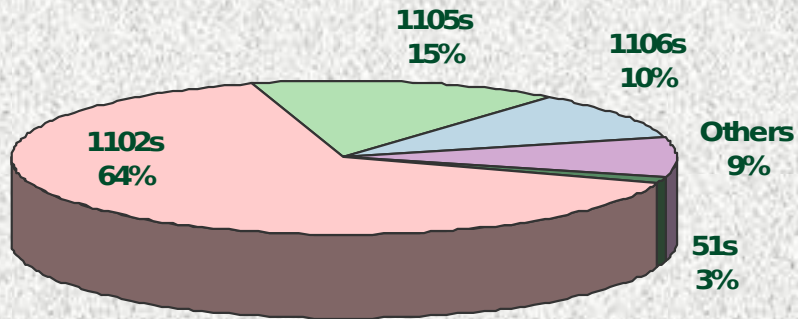


1106 TDA Trend

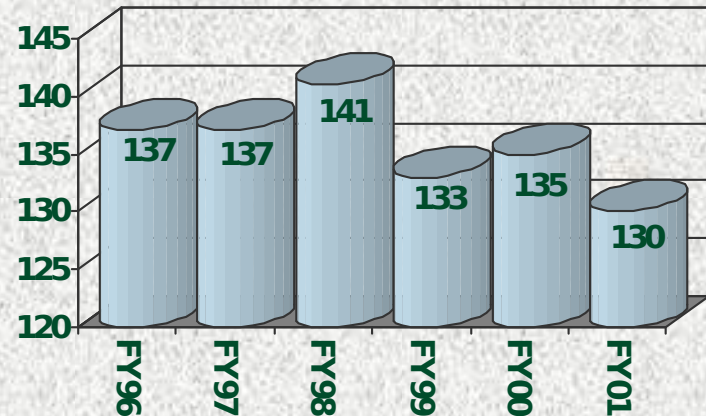


Trends

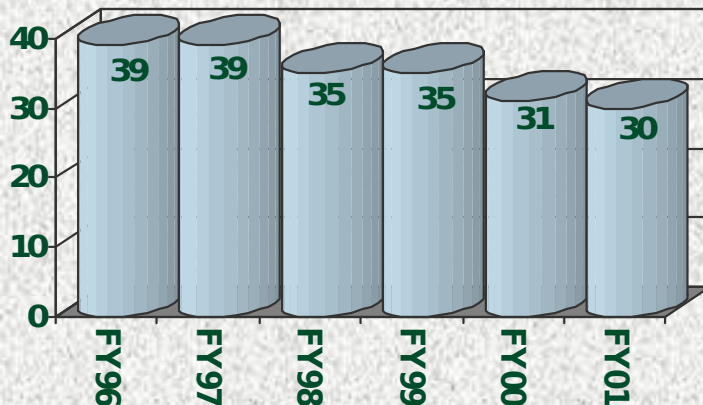
FY01 Contracting TDA



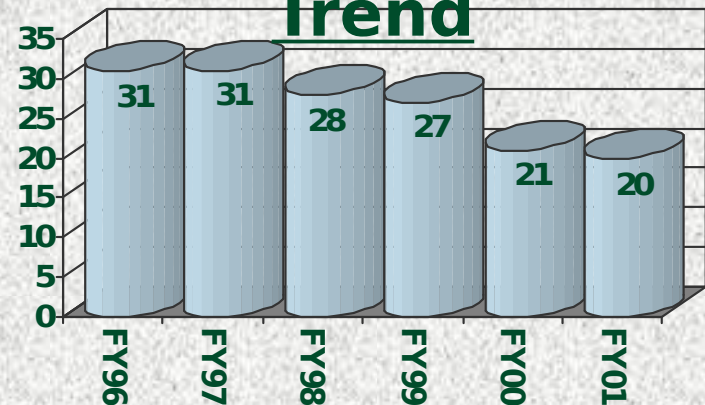
1102 TDA Trend



1105 TDA Trend

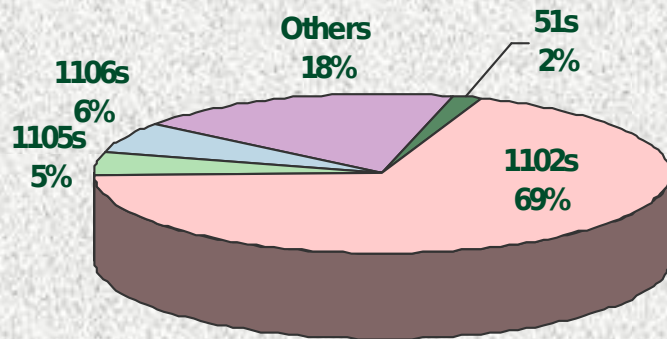


1106 TDA Trend

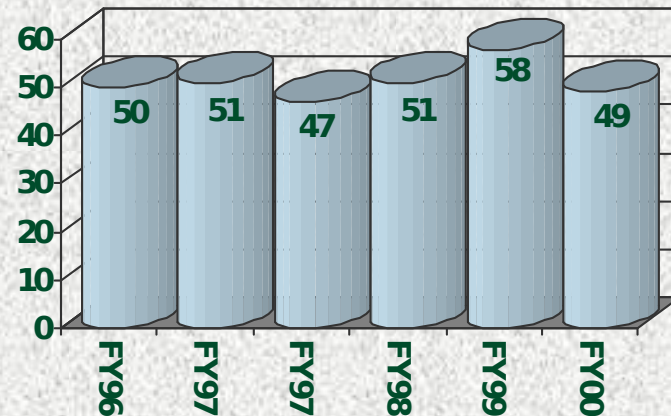


MRAA Contracting TDA Trends

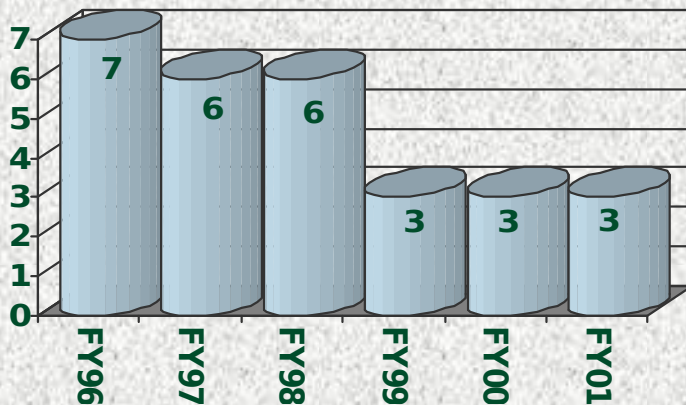
FY01 Contracting TDA



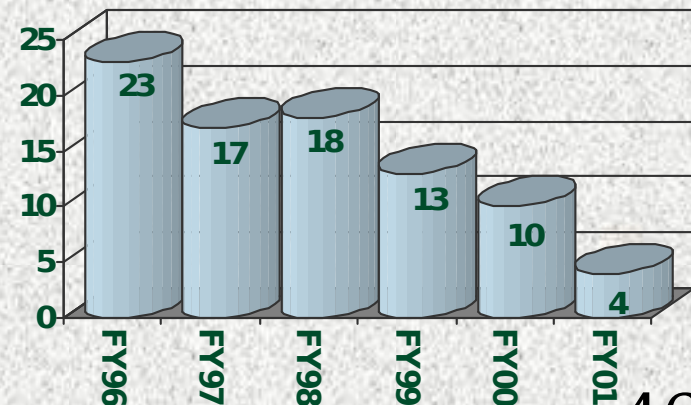
1102 TDA Trend



1105 TDA Trend

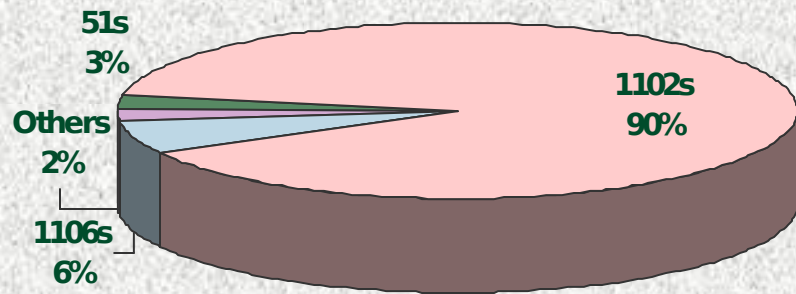


1106 TDA Trend

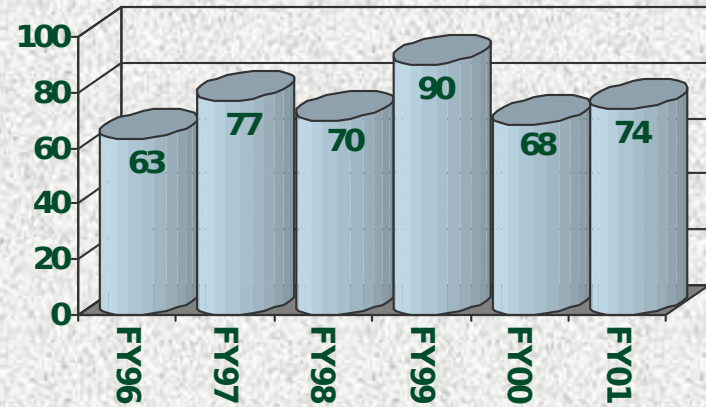


MIMC Contracting TDA Trends

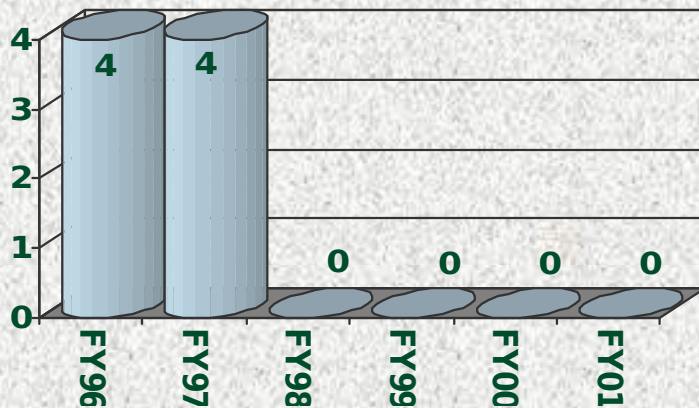
FY01 Contracting TDA



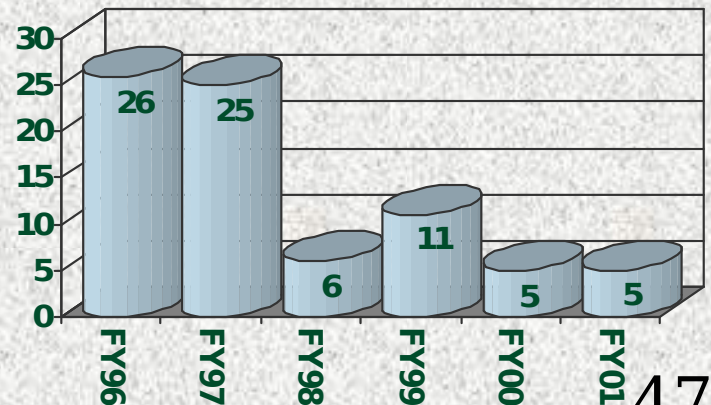
1102 TDA Trend



1105 TDA Trend

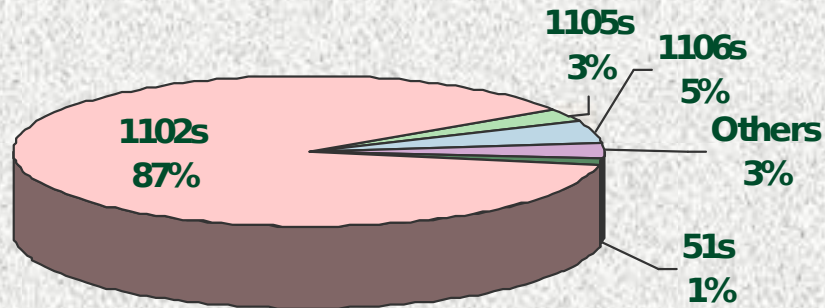


1106 TDA Trend

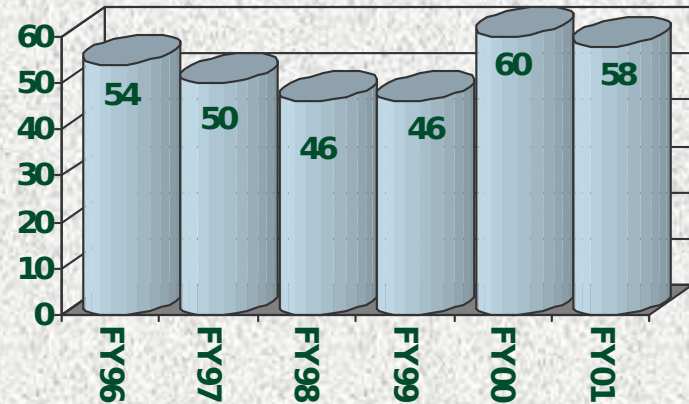


SMDC Contracting TDA Trends

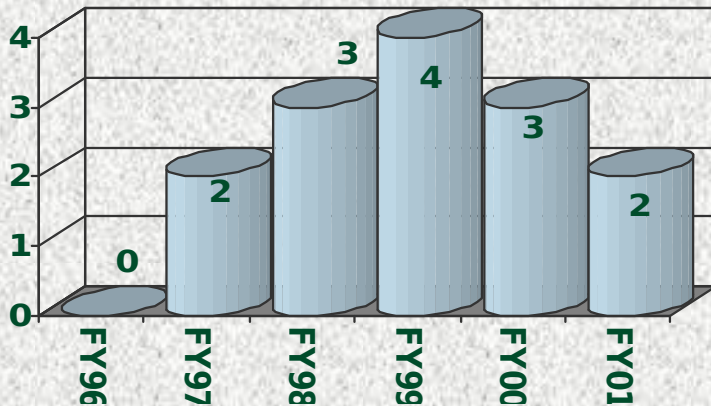
FY01 Contracting TDA



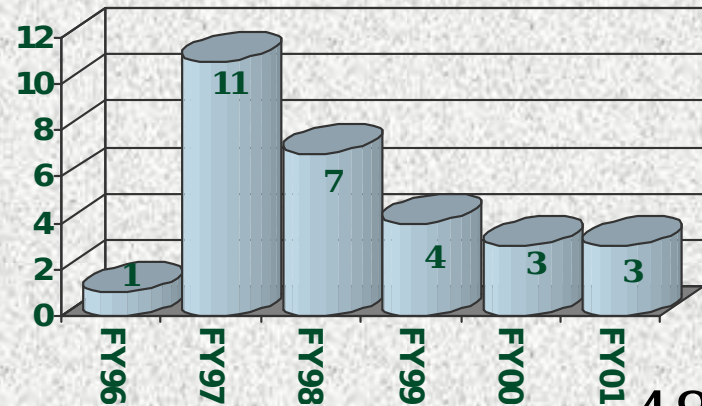
1102 TDA Trend



1105 TDA Trend



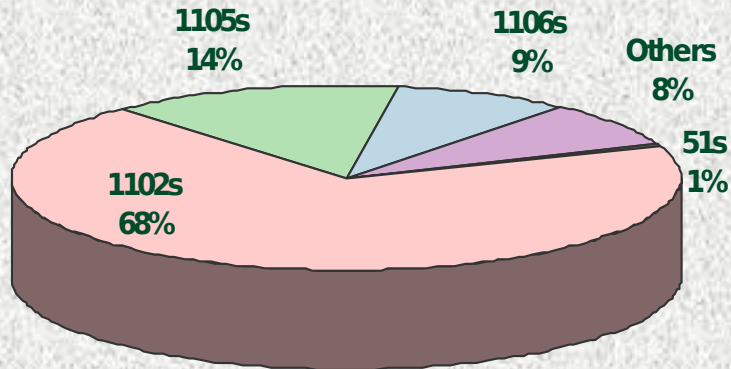
1106 TDA Trend



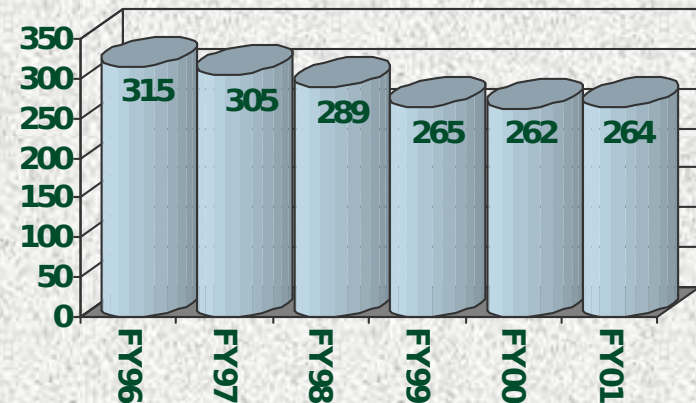
TRADOC Contracting TDA

Trends

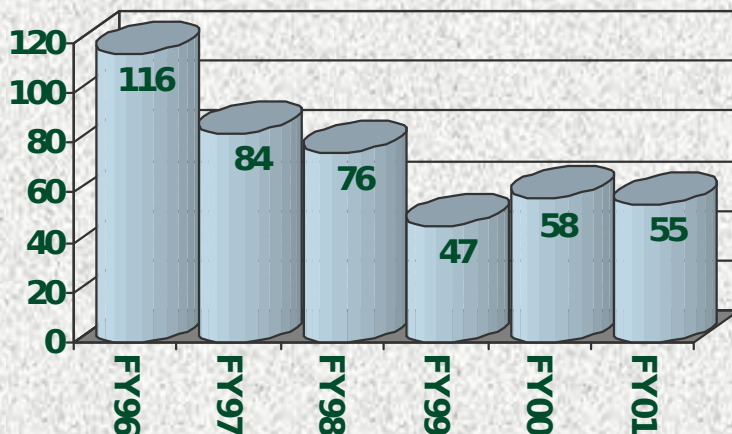
FY01 Contracting TDA



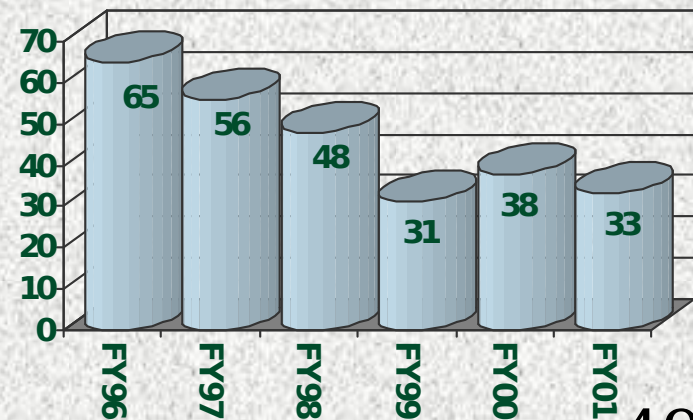
1102 TDA Trend



1105 TDA Trend



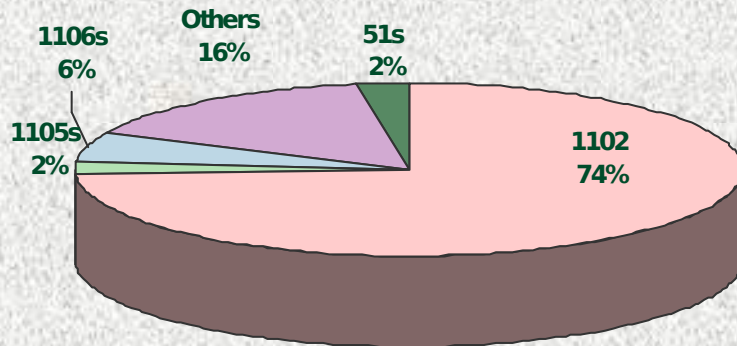
1106 TDA Trend



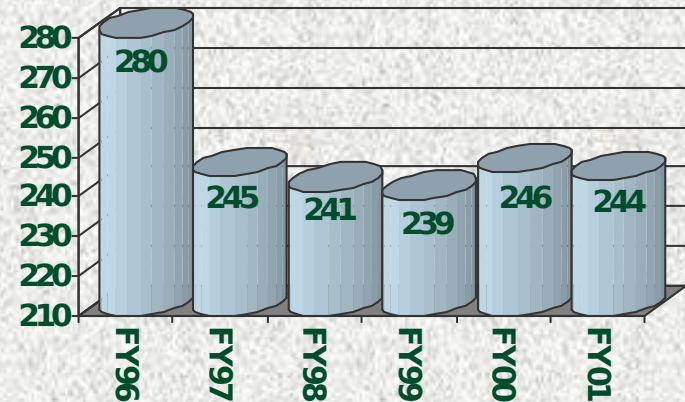
USACCE Contracting TDA

Trends

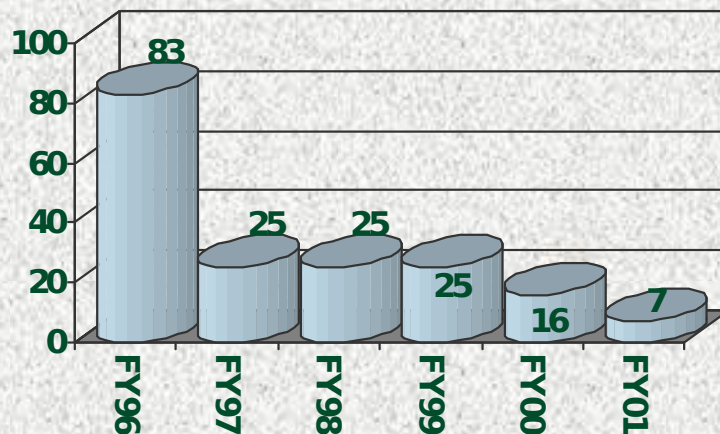
FY91 Contracting TDA



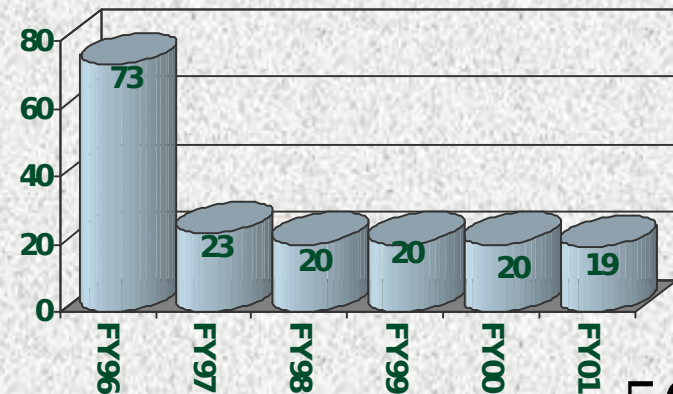
1102 TDA Trend



1105 TDA Trend

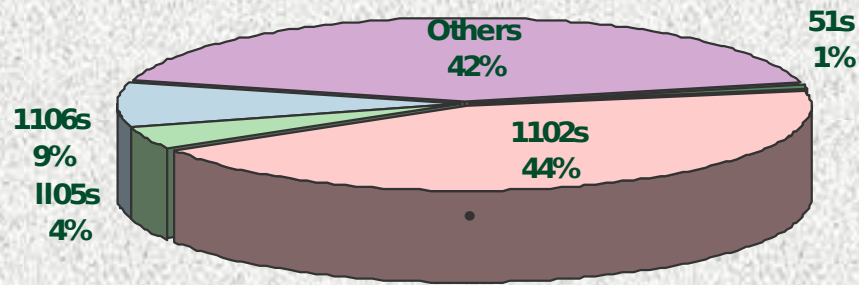


1106 TDA Trend

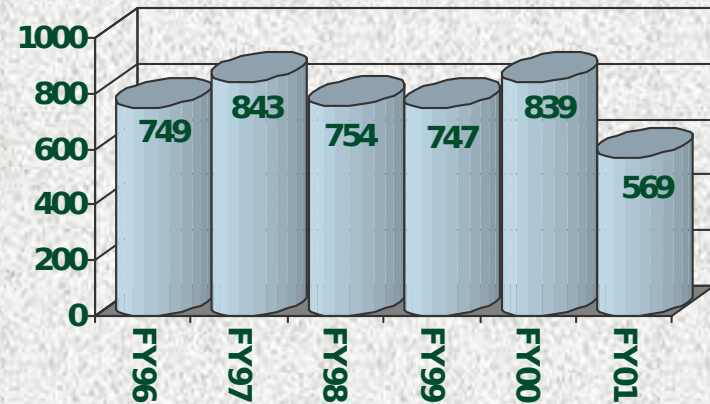


USACE Contracting TDA Trends

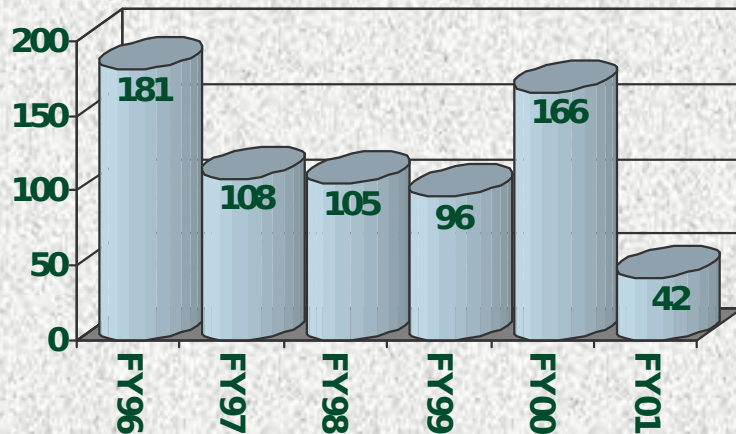
FY01 Contracting TDA



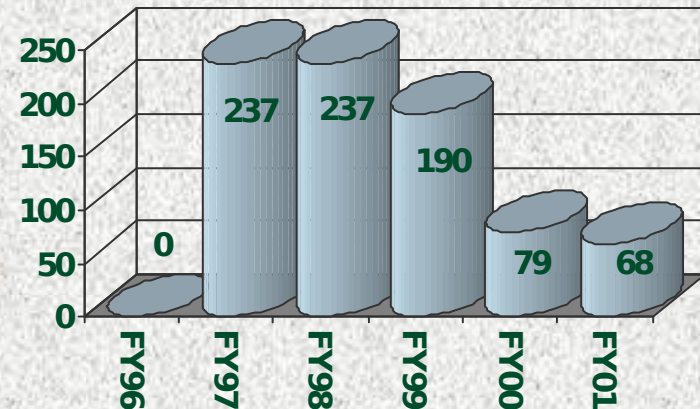
1102 TDA Trend



1105 TDA Trend

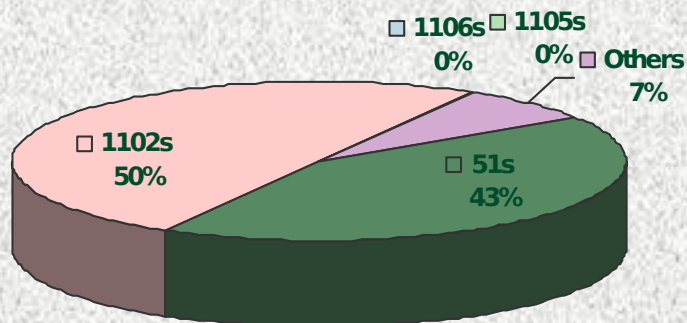


1106 TDA Trend

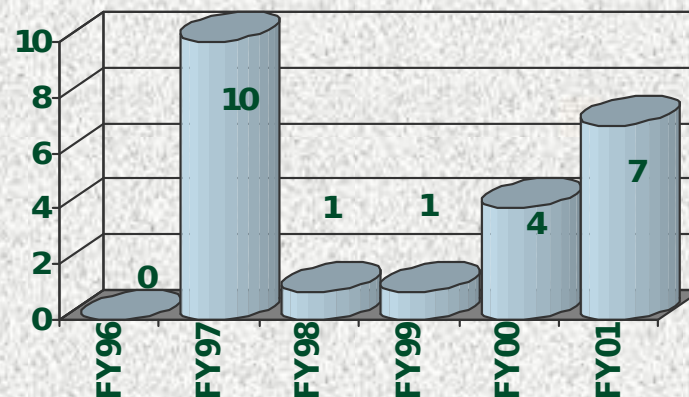


USARCENT Contracting TDA Trends

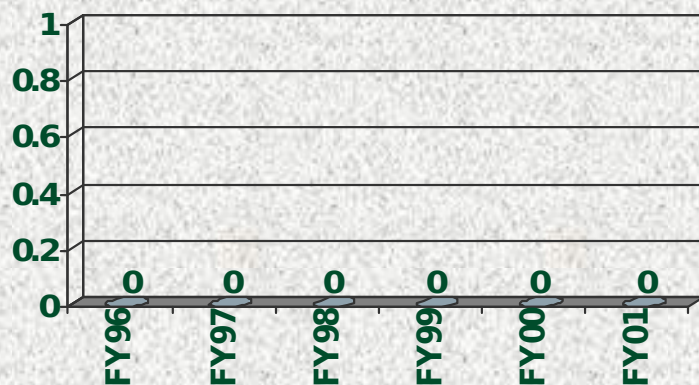
FY01 Contracting TDA



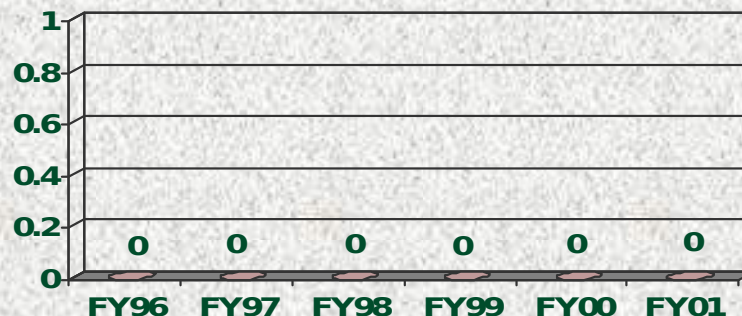
1102s TDA Trend



1105s TDA Trend

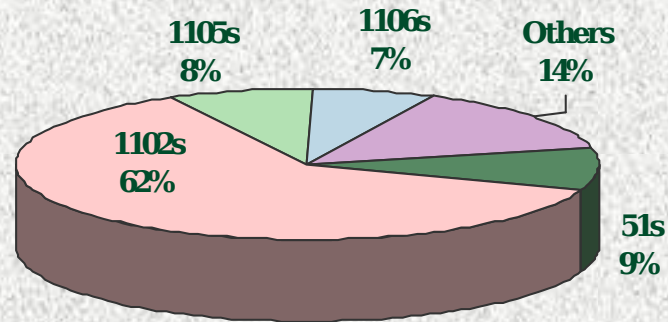


1106s TDA Trend

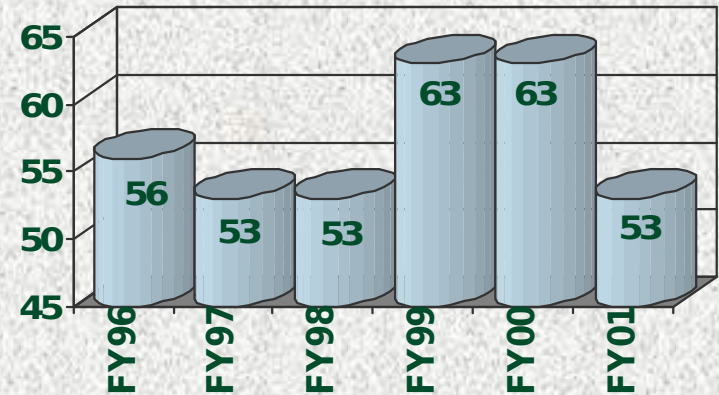


USARPAC Contracting TDA Trends

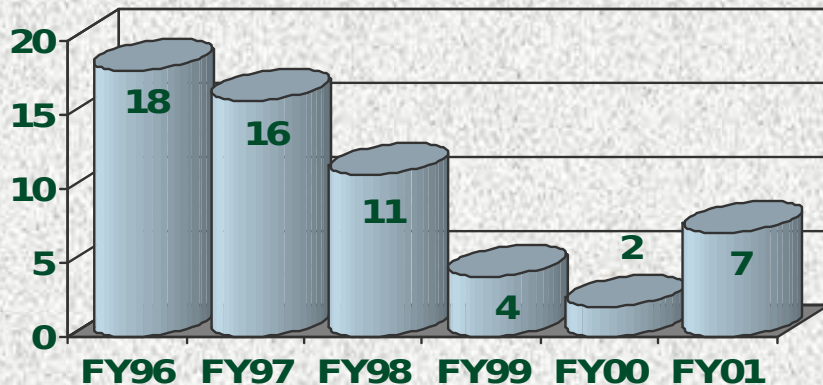
FY01 Contracting TDA



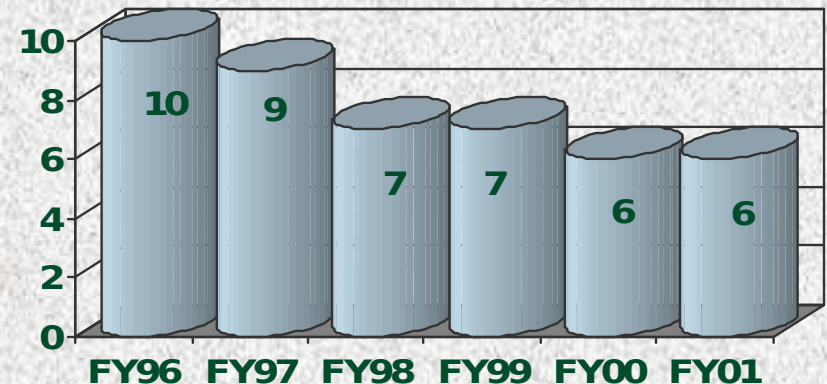
1102s TDA Trend



1105s TDA Trend



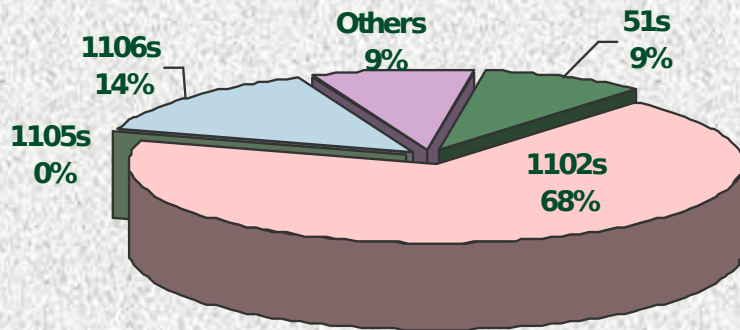
1106s TDA Trend



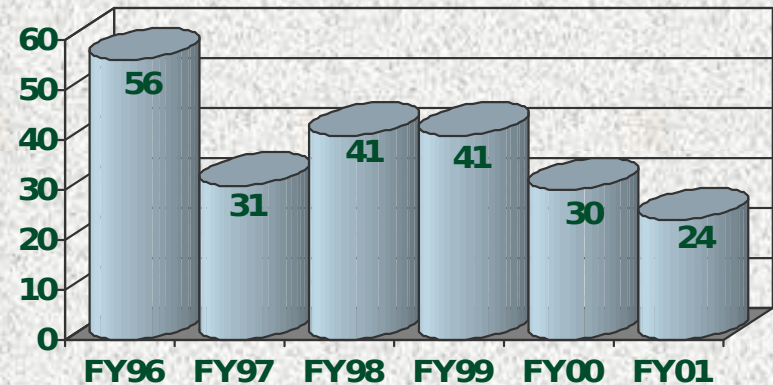
USARSO Contracting TDA

Trends

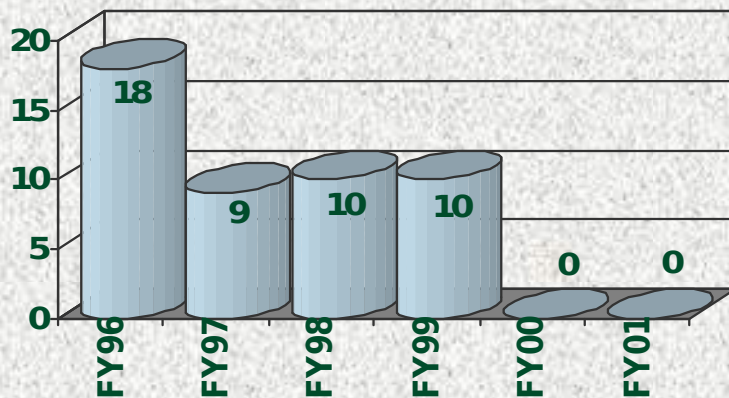
FY01 Contracting TDA



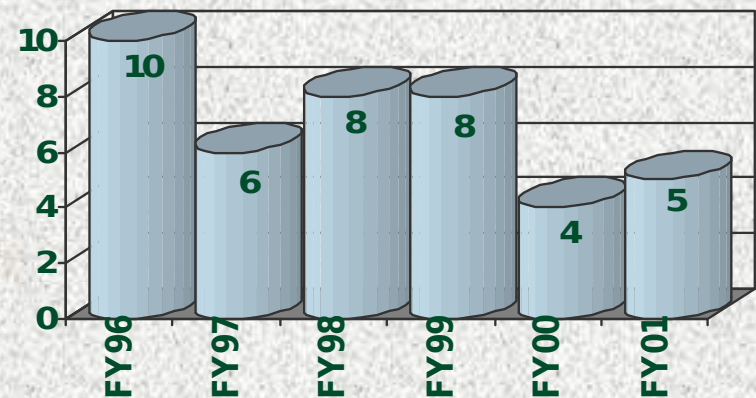
1102s TDA Trend



1105s TDA Trend



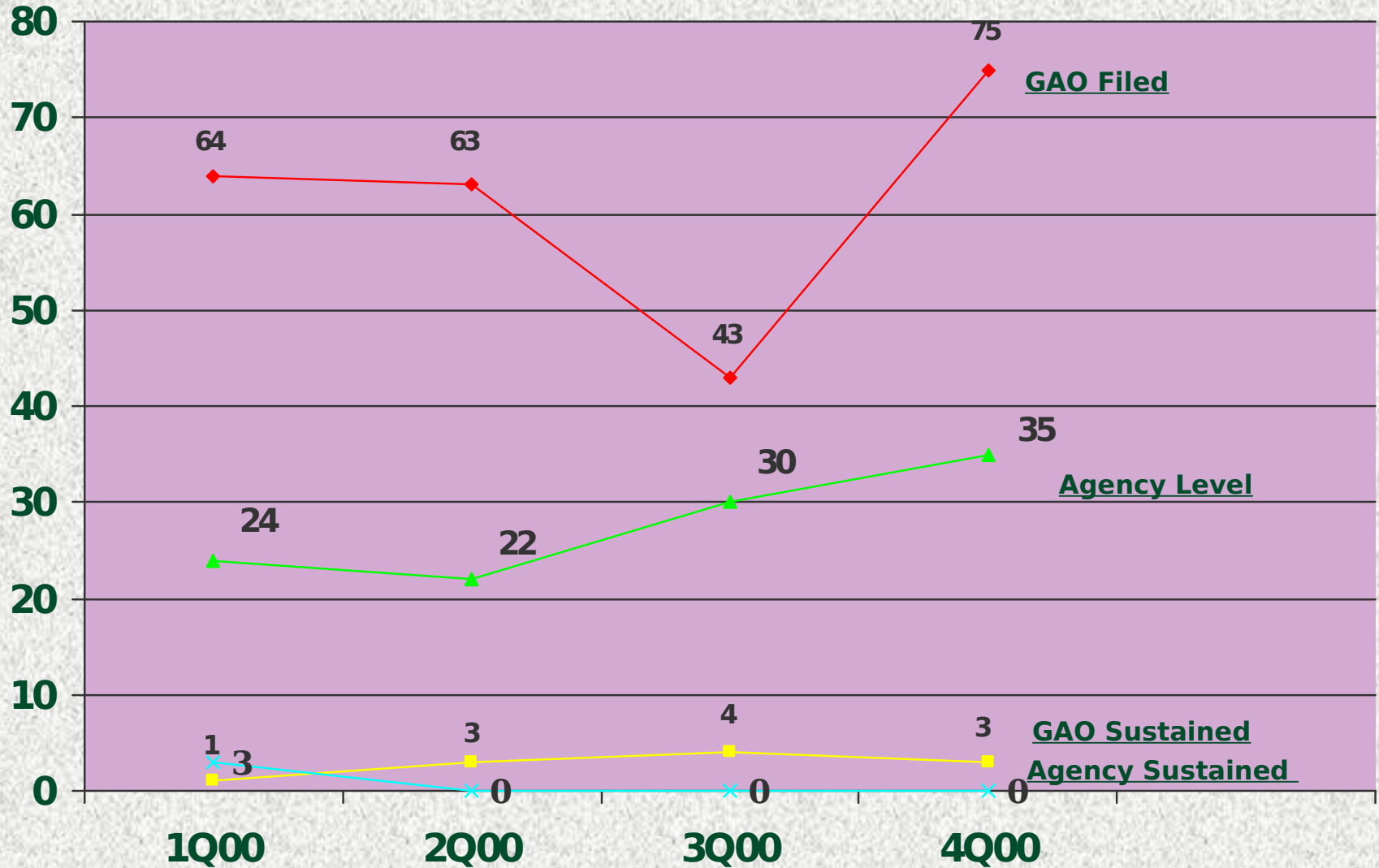
1106s TDA Trend



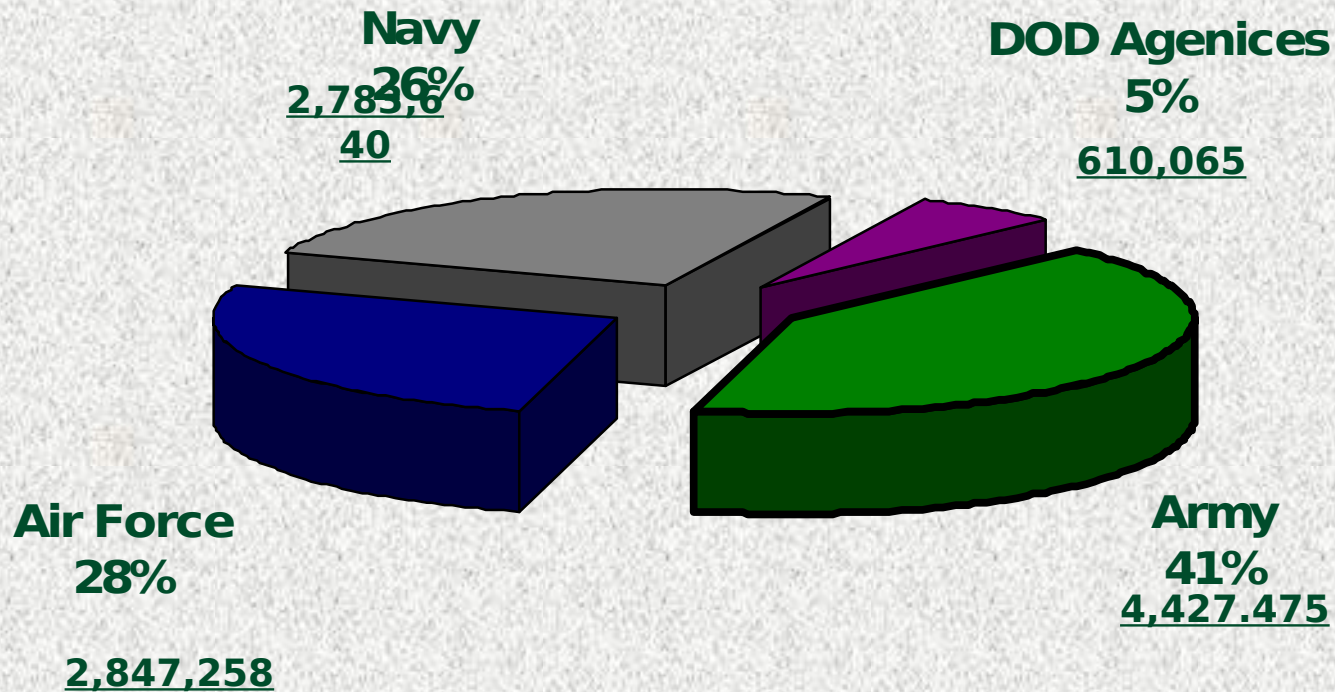
GAO - ARMY PROTESTS FY96-FY01



FY01 ARMY PROTESTS



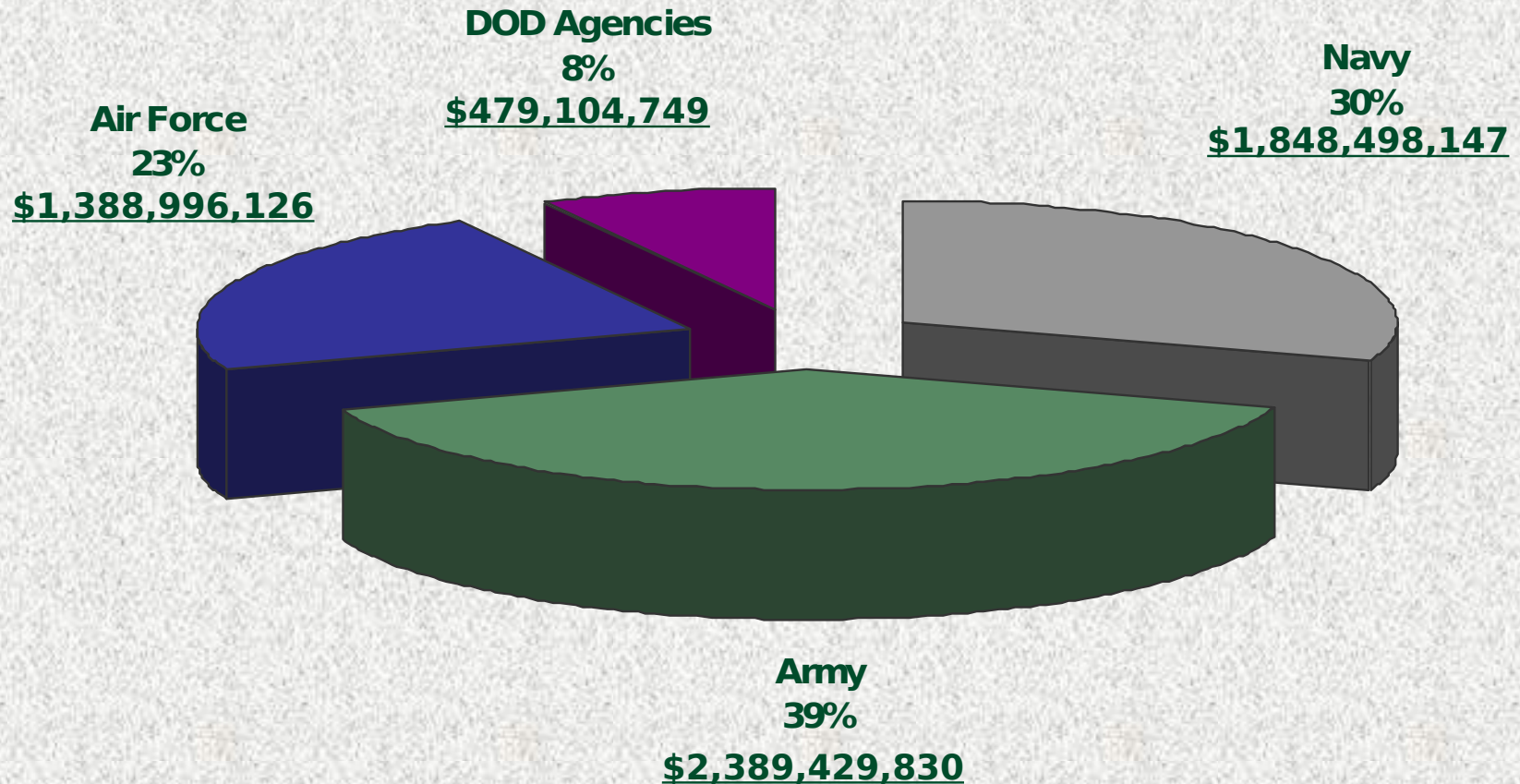
FY01 Defense Department Card Transactions



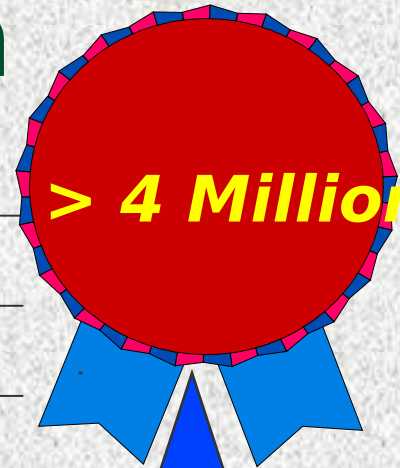
Based on Transactions

Total
\$10,668,438

FY01 DOD Purchase Card Program Dollars Purchase



Army Purchase Card Program Transaction

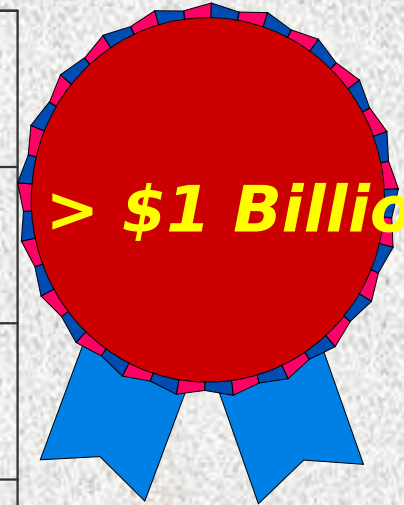
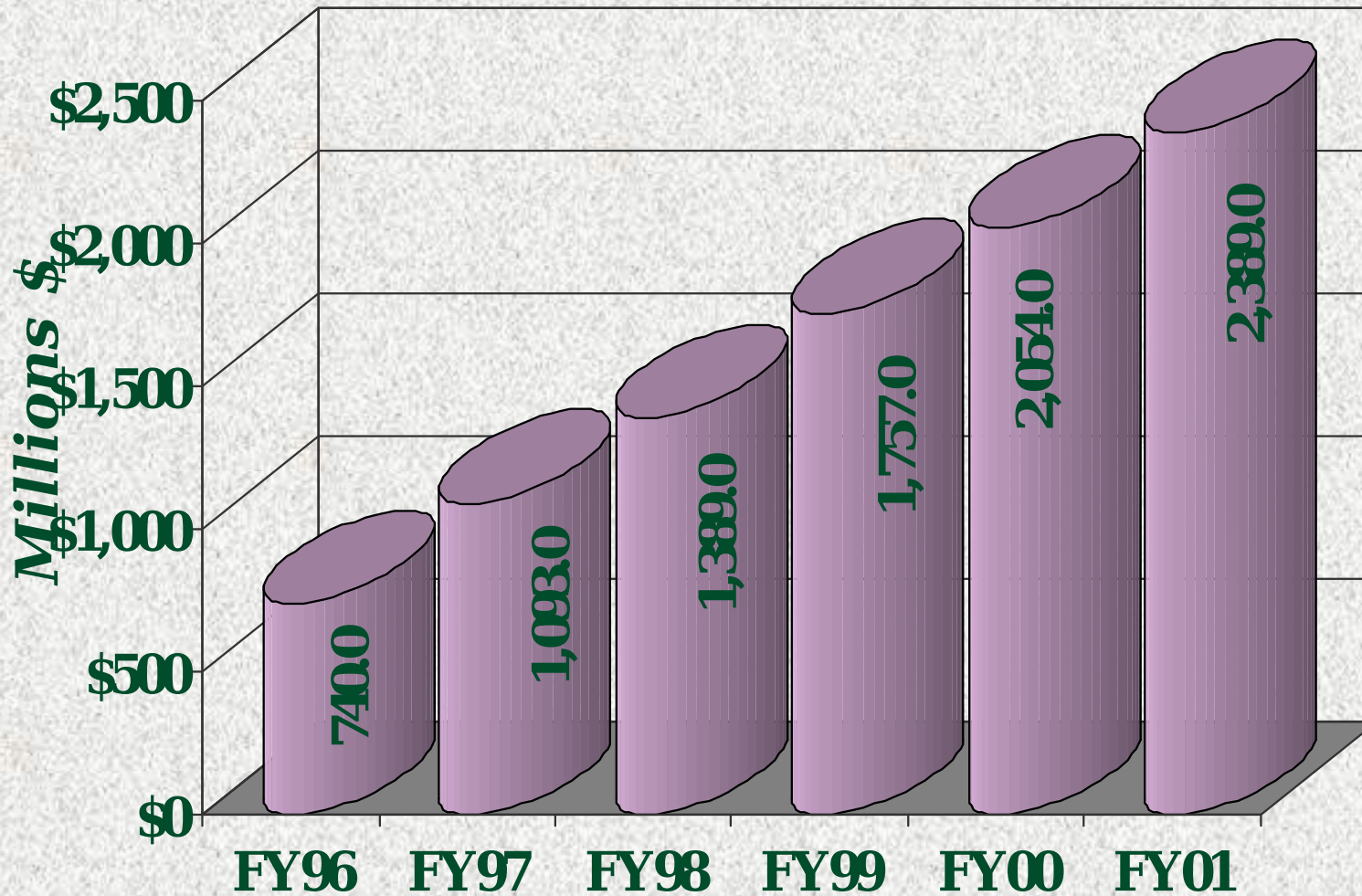


> 4 Million

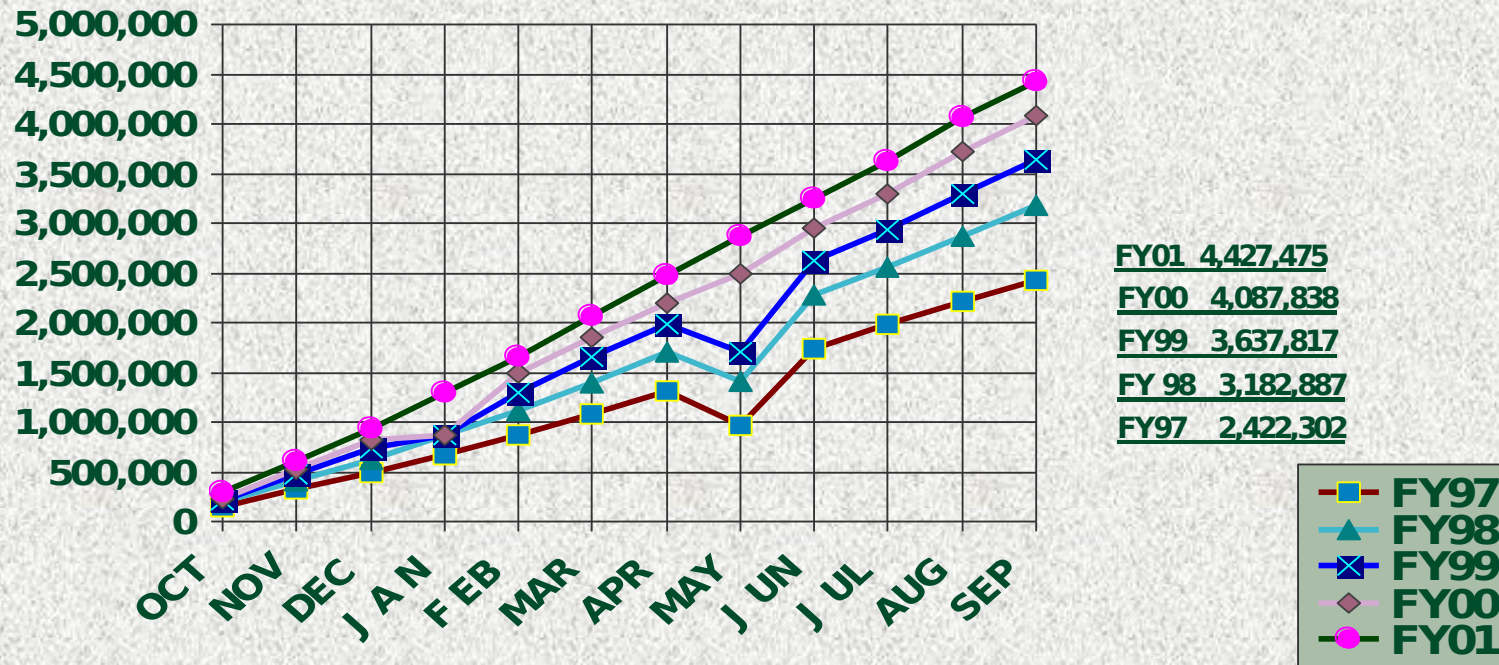
96%

59

Army Purchase Card Program Growth In Dollars



Army Purchase Card Monthly Actions FY97/98/99/00/01



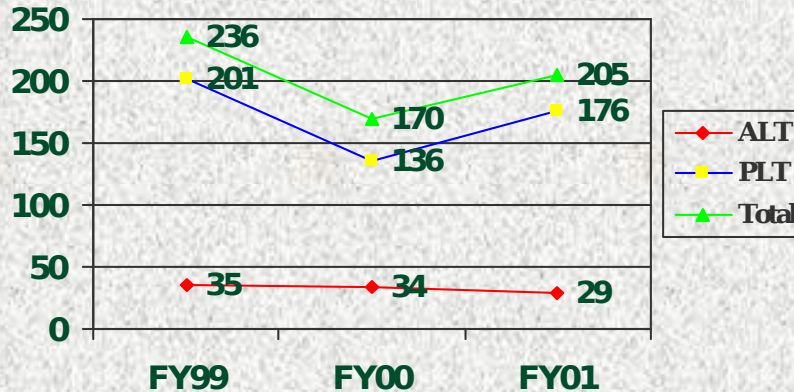
400 % Growth from fiscal year 1997

ALT/PLT Definitions

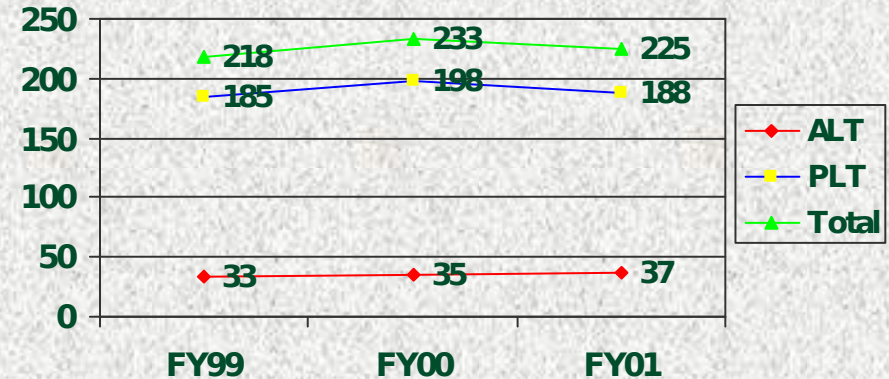
- ☛ ALT (Administrative Lead Time) - Days from the date of the requirement (PWD Date) to contract award.
- ☐ PLT (Production Lead Time) - Days from contract award to the first significant delivery.
- ☐ Dollar Weighted Days - A demand and unit price driven average of all spares National Stock Numbers (NSNs) we buy.
 - Formula used is I/A/W DOD 4140.1-M, “Secondary Item Stratification Manual”
- ☐ RDES (Requirements Determination and Execution System) - AMC’s inventory management system.
 - Generates a requirement whenever a reorder point is reached.
 - Reorder point includes parts needed to cover ALT/PLT.
 - Lower ALT/PLT reduces reorder point.

AMC ALT/PLT by Inventory Control Point

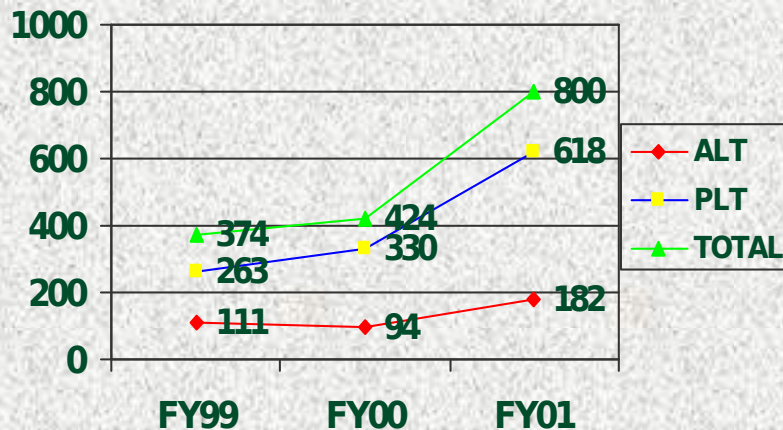
CECOM



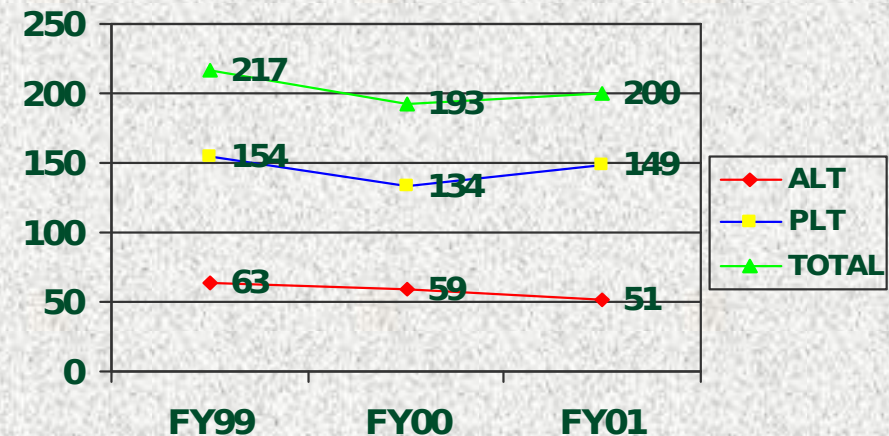
TACOM



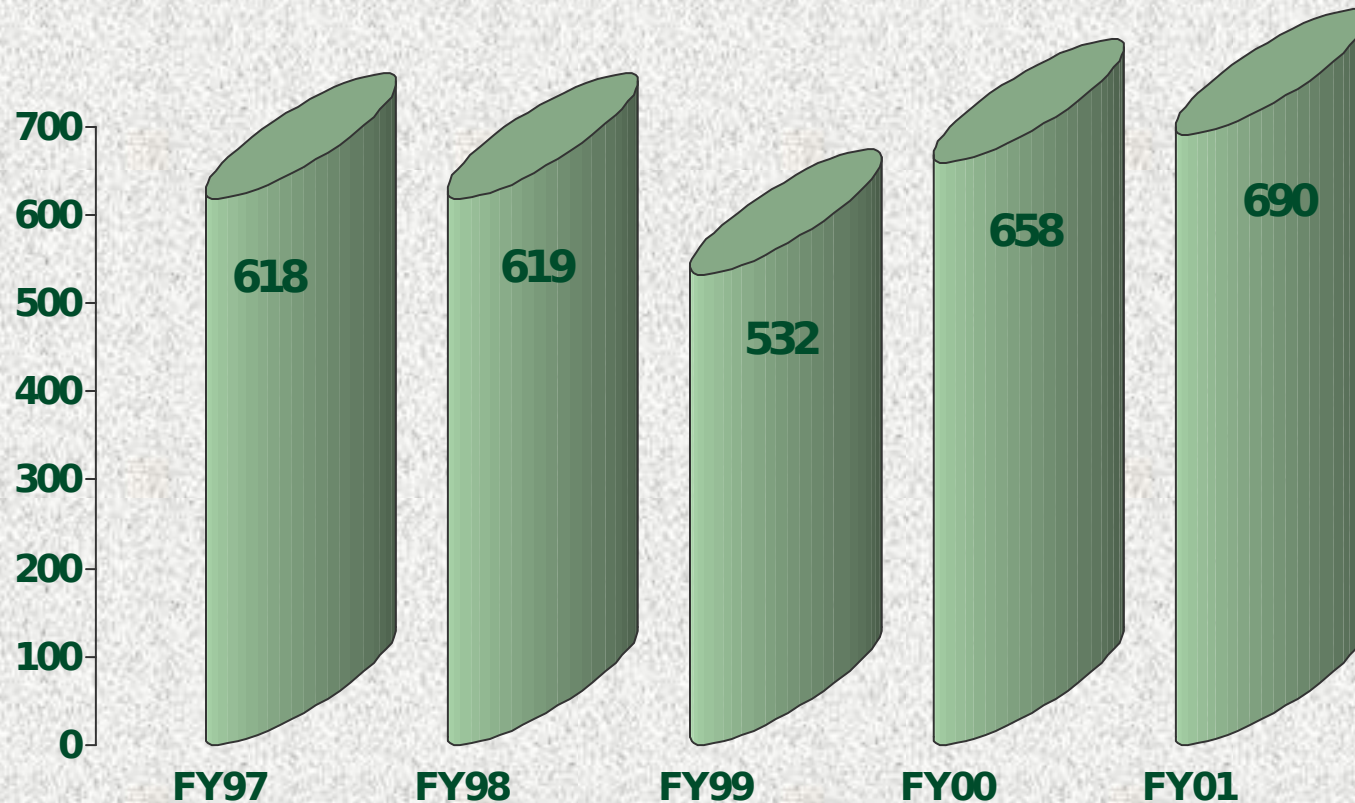
AMCOM



SBCCOM



Congressional Contract Award Notifications



**Congressional Notifications are contract awards (actions)
over \$5M (does not include White House Notifications)**

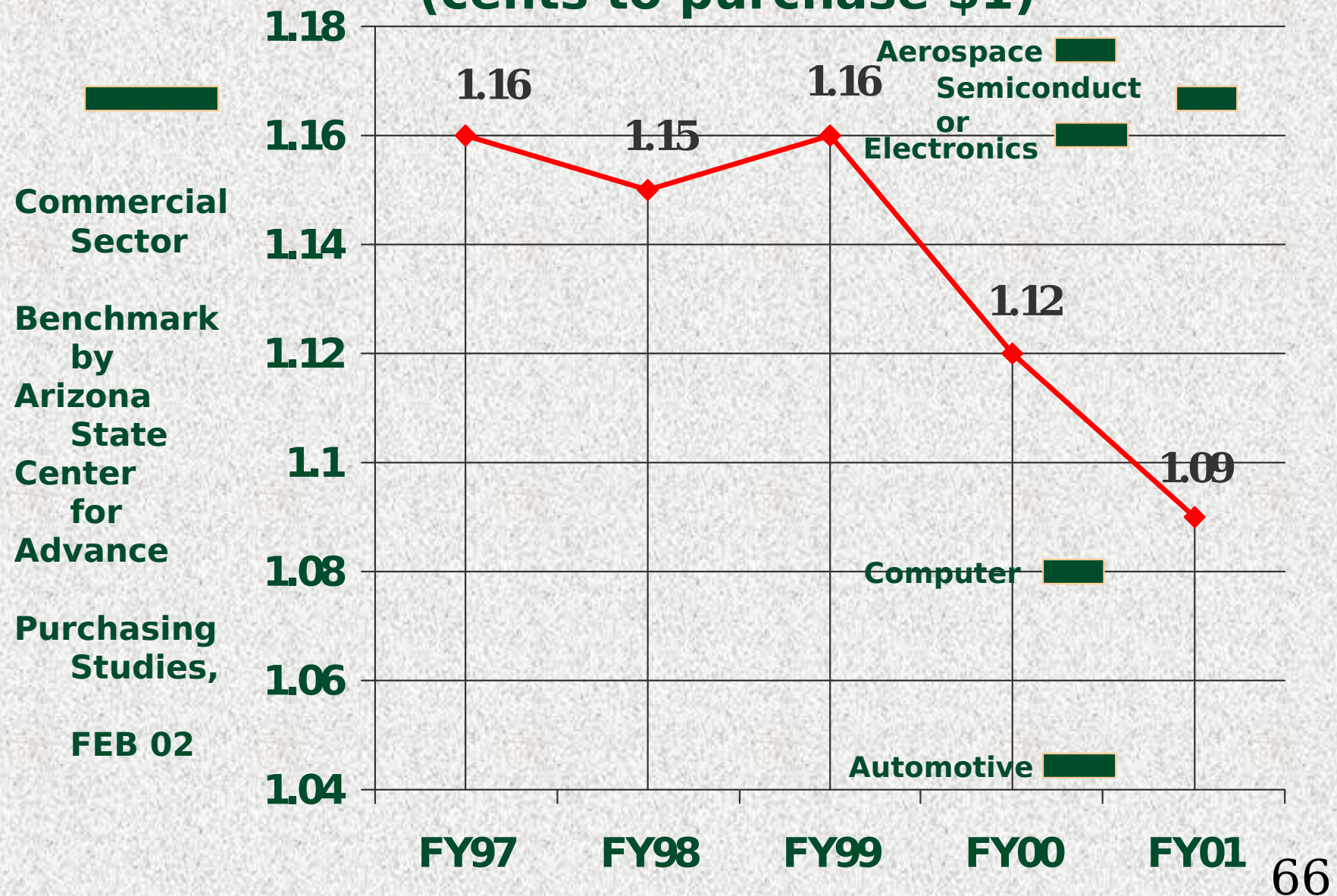
DoD Formula for Cost to Purchase Metric

**Purchasing Operation Expense
Value of Contract Obligations**

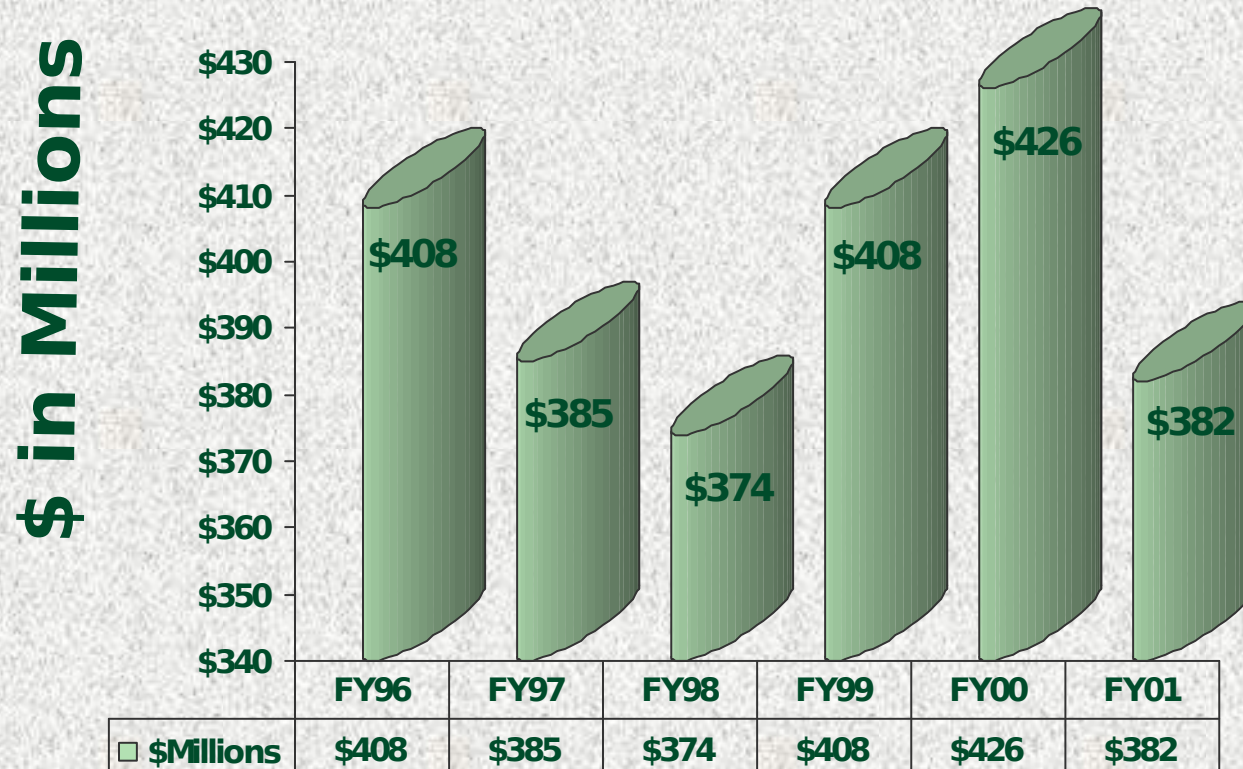
- **Purchasing Operation Expense - Total Contracting Workforce Salaries & Benefits**
 - **Value of Contract Obligations - Total Obligations**
- Reported on DD 350 & DD1057**

ARMY Cost to Purchase

(cents to purchase \$1)

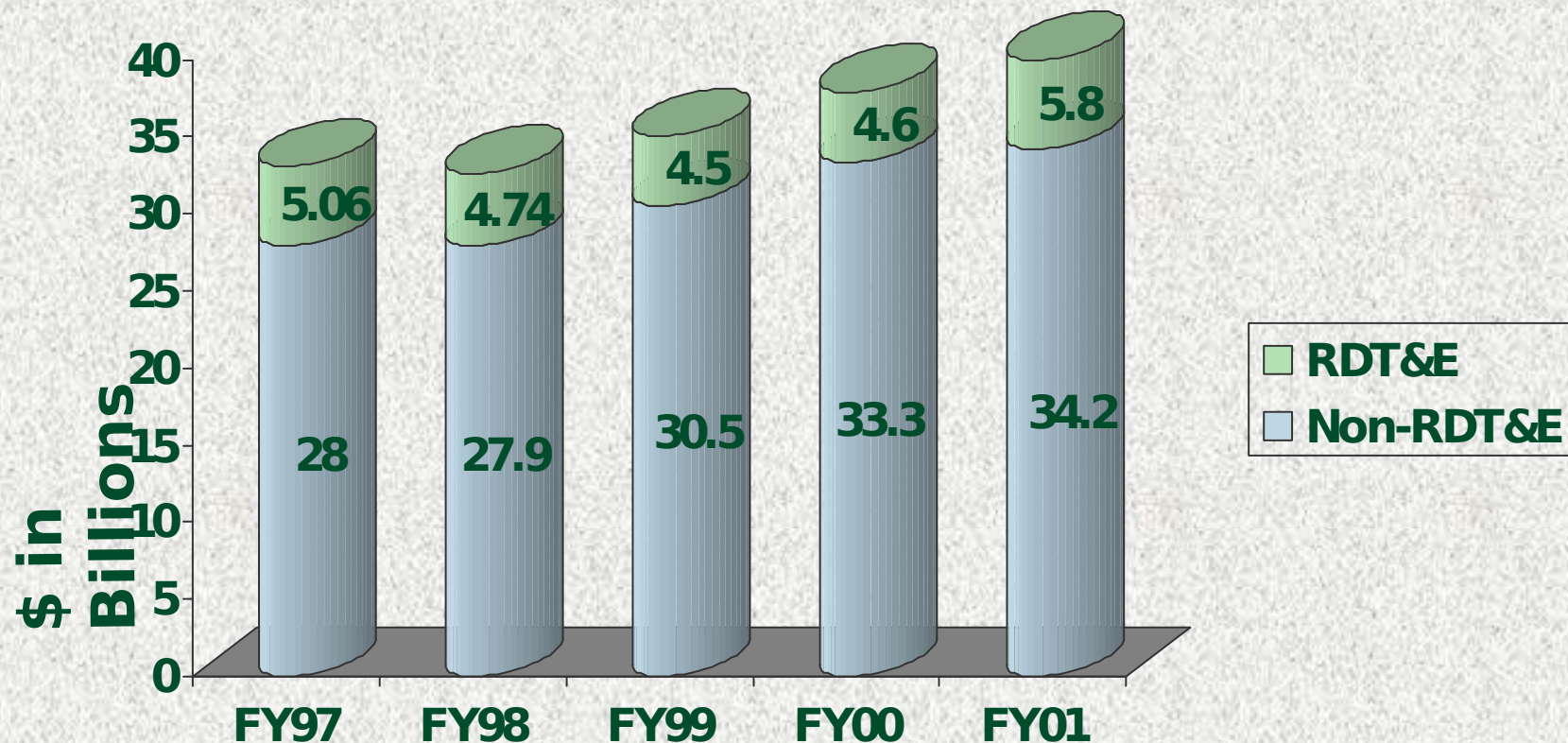


ARMY Operating Expenses For Purchasing



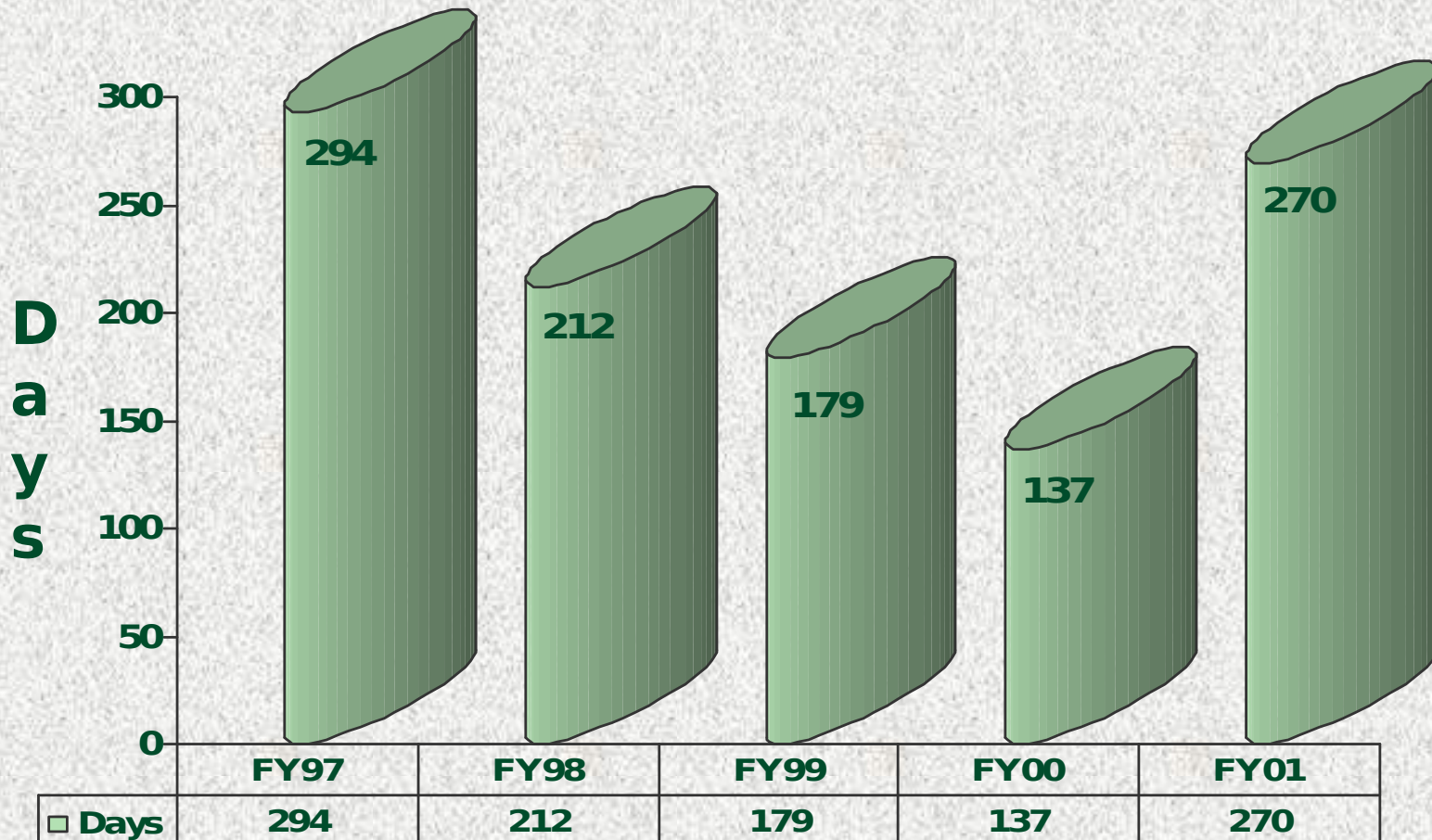
Decrease in FY01 caused by reduction in the workforce

Army Obligated Purchasing Dollars (RDT&E vs. Non-RDT&E)

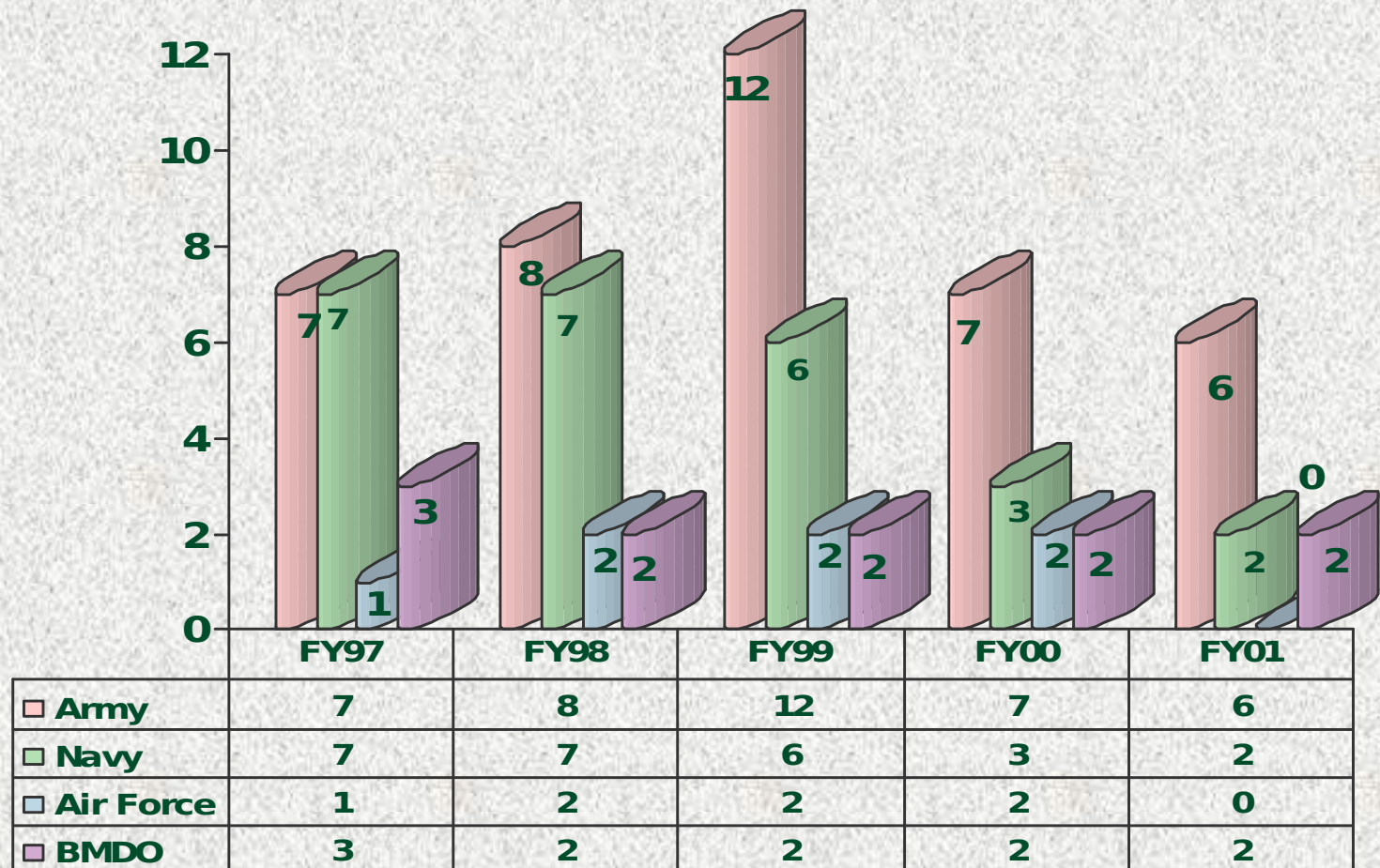


**Non-RDT&E Dollars Increased in FY01
While RDT&E Dollars Constant**

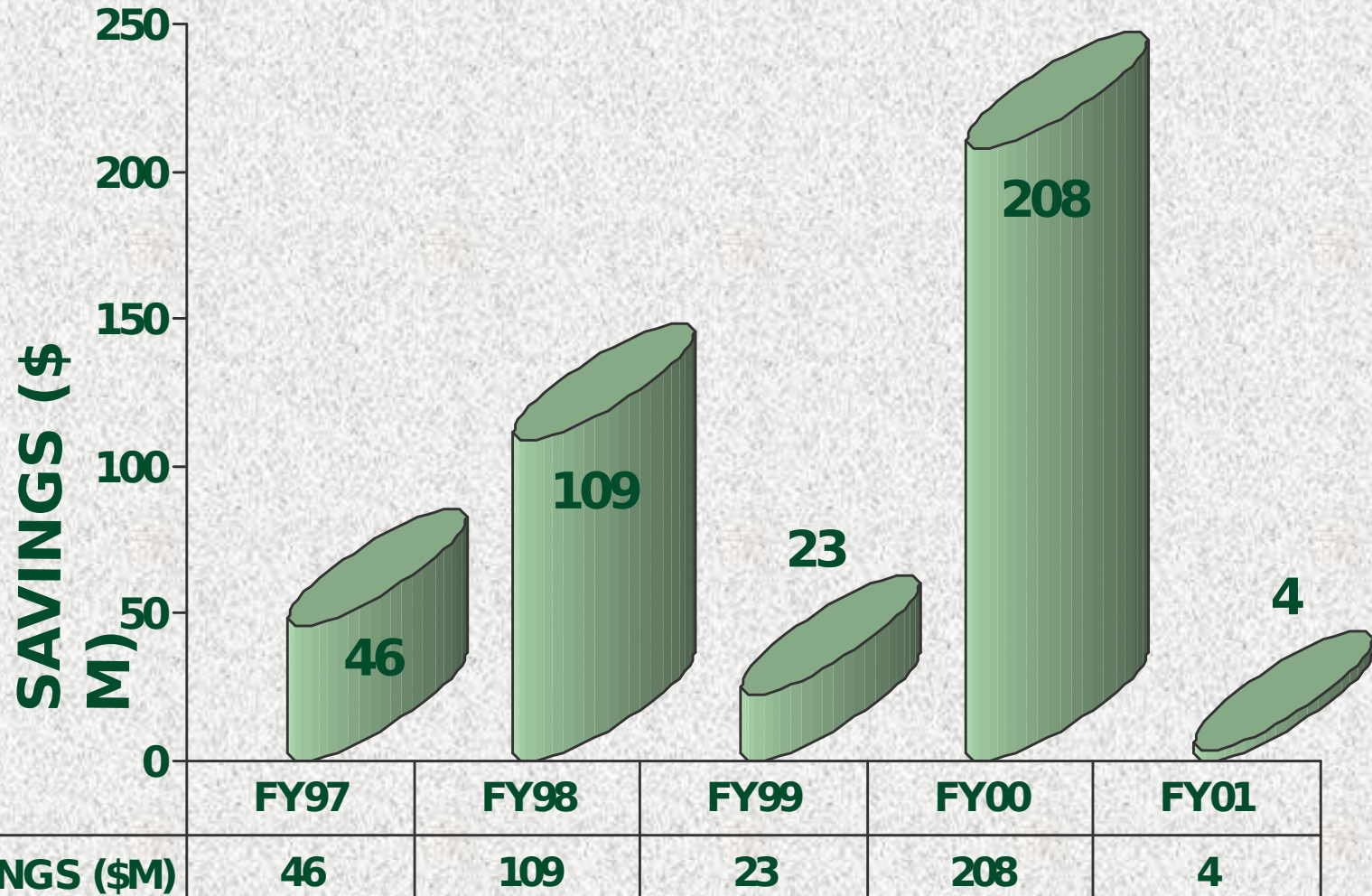
Average Time To Award a VECP



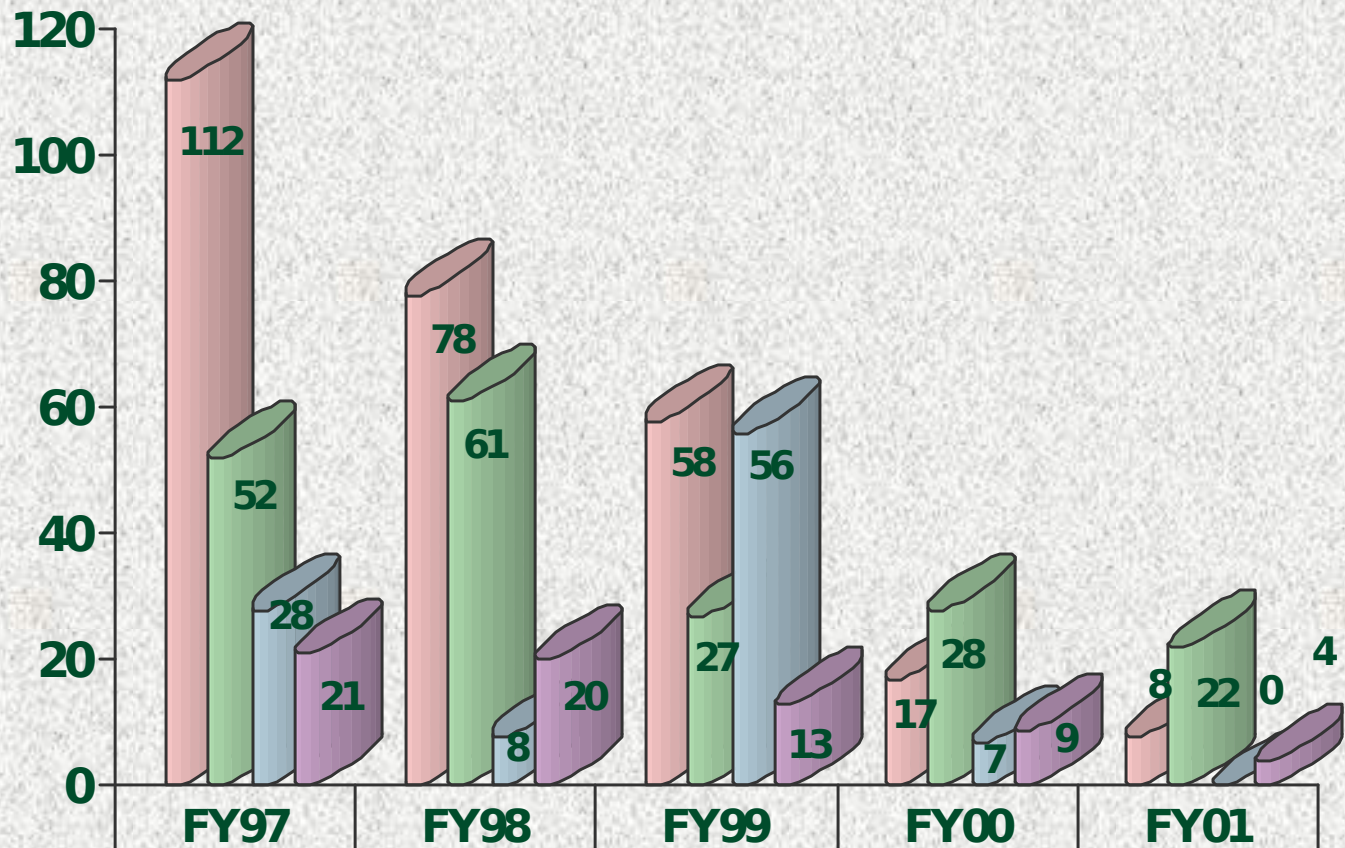
Number of MDAPs with VE Activity



DOD VECP SAVINGS (\$M)



Number of VLCPs Awarded



■ Army	112	78	58	17	8
■ Navy	52	61	27	28	22
■ Air Force	28	8	56	7	0
■ DLA	21	20	13	9	4